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# Agriculture Growth Program – Agribusiness and Market Development (AGP-AMDe)

QUARTERLY REPORT  
January 1 – March 31, 2015



AGRICULTURAL GROWTH PROGRAM- AGRIBUSINESS AND MARKET  
DEVELOPMENT (AGP-AMDE) PROJECT  
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## List of Acronyms

AAIFP	Alliance for Africa for Improved Food Processing
ACDI/VOCA	Agricultural Cooperatives Development International/Volunteer Oversees Cooperatives Assistance
AFCA	African Fine Coffees Association
AGP-AMDe	Agricultural Growth Program-Agribusiness and Market Development
AGP-LMD	Agricultural Growth Program-Livestock Market Development
AMSAP	Advance Maize Seed Adoption Program
ARARI	Amhara Region Agricultural Research Institute
ARC	Agricultural Research Center
ATA	Agricultural Transformation Agency
B2B	Business to Business
BA	Barrier Analysis
BCC	Behavior Change and Communication
BDS	Business Development Services
BoARD	Bureau of Agriculture and Rural Development
CAADP	Comprehensive African Agricultural Development Program
CBE	Commercial Bank of Ethiopia
CBO	Cooperative Bank of Oromia
CIG	Common Interest Groups
CLU	Central Liquoring Unit
CPA	Cooperative Promotion Agency
CQI	Coffee Quality Institute
CSA	Central Statistics Authority
DA	Development Agent
DCA	Development Credit Authority
DRRW	Durable Rust Resistance in Wheat
EAB	Ethiopian Apiculture Board
EAGC	East African Grain Council
EBA	Ethiopian Beekeepers Association
ECEA	Ethiopia Coffee Export Association
ECEI	Ethiopian Coffee Export Initiative
ECGPEA	Ethiopian Coffee Growers, Producers and Exporters Association
ECX	Ethiopian Commodity Exchange
EFC	Ethiopian Fine Coffees
EHBPFA	Ethiopian Honey and Beeswax Producers and Exporters Association
EIAR	Ethiopian Institute of Agricultural Research
EMA	Ethiopian Millers Association
ENGINE	Empowering New Generations to Improve Nutrition and Economic Opportunities
EPOSPEA	Ethiopian Pulses, Oil Seeds and Spices Processors and Exporters Association
ESE	Ethiopian Seed Enterprise
FCA	Federal Cooperative Agency
FCUs	Farmer Cooperative Unions
FMHACA	Food, Medicine and Health Care Administration Control Authority
FOG	Fixed Obligation Grant
FtF	Feed the Future
GAP	Good Agricultural Practices
GAIN	Global Alliance for Improved Nutrition
GoE	Government of Ethiopia

GRAD	Graduation with Resilience to Achieve Sustainable Development
GTP	Growth Transformation Plan
HEA	Home Economic Agent
HEW	Health Extension Workers
HRC	Holeta Research Center
ICT	Information, Communication Technology
JARC	Jimma Agricultural Research Center
JRIS	Joint Review and Implementation Support
KFBPMFCU	Kaffa Forest Bees Product Marketing Farmers Cooperatives Union
KHSPSC	Tigray-based Sesame FCU
LC	Letter of Credit
MFI	Micro Finance Institutions
MoA	Ministry of Agriculture
MoFED	Ministry of Finance and Economic Development
MoT	Ministry of Trade
MOU	Memorandum of Understanding
MSP	Multi-Stakeholders Platform
MT	Metric Tons
NBE	National Bank of Ethiopia
NCA	National Coffee Association
NGO	Non-Governmental Organization
OARD	Office of Agriculture and Rural Development
P4P	Purchase for Progress
PCs	Primary Cooperatives
PEPFAR	President's Emergency Plan for AIDS Relief
PERSUAP	Pesticide Evaluation Report and Safer Use Action Plan
PFS	Partners in Food Solutions
PHH	Post-Harvest Handling
PLC	Private Limited Company
PMP	Performance Monitoring Plan
PRIME	Pastoralist Areas Resilience Improvement and Market Expansion
RCA	Regional Cooperative Agency
SACCO	Saving and Credit Cooperative
SCAA	Specialty Coffee Association of America
SHF	Smallholder Farmer
SMEs	Small and Medium Enterprises
SMFM	Sell More for More
SNNPR	Southern Nation Nationality and Peoples Region
SSRWE	Sustainable Support for Rural Women Entrepreneurs
TARI	Tigray Agricultural Research Institute
TMF	Tigray Multipurpose Marketing Federation Cooperatives
ToH	Taste of Harvest
ToT	Training of Trainers
TWG	Technical Working Group
USAID	United States Agency for International Development
USD	United States Dollar
USG	Urea Supper Granules
VC	Value Chain
WFP	World Food Program
WG	Working Group

# Executive Summary

This report covers the quarterly report period of January 1 to March 31, 2015 and describes value chain market development results and activities including access to finance, enabling environment, grant and cross-cutting activities.

During the quarter, AGP-AMDe supported a total of 27,623 beneficiaries including smallholder farmers and agribusiness owners, and facilitated training for 6,896 (2364 women) people. AGP-AMDe partners reported total sales of \$15.4 million USD and total exports of \$5.89mn USD. The results are highlighted by value chain and components as follows.

In the **Coffee Value Chain**, AGP-AMDe partners sold 6694 MT of coffee at farmgate worth \$4.2 million USD, and exported 743 MT of coffee worth \$2.7 million USD in the quarter. In addition, AGP-AMDe partners participated in the Africa Fine Coffees Association (AFCA) Conference in Nairobi and made contacts with other potential buyers. At the conference, AGP-AMDe hosted and facilitated the Ethiopian Fine Coffees booth and a B2B buyer's lunch for more than 40 market participants to facilitate networking. In total, these partners sold approximately six containers of coffee. In traceability, the program completed the registration of 1,142 coffee processing stations of Sidama A, Yirgacheffe A, Jimma A and Lekempti Coffee types in SNNPR and Oromia.

In the **Sesame Value Chain**, AGP-AMDe partners sold 2892 MT of sesame at farmgate worth \$3.6 million USD, and exported 1745 MT of sesame worth \$2.8 million USD. In addition, Tigray-based sesame FCU TMF finished installation and inaugurated a modern sesame cleaning machine and four modern warehouses in Humera, under the matching-grant program. In the period, another four machines reached the sites of Metema, Selam, Tsehay and Dansha Aurora sesame FCUs and will be installed in the coming quarter.

In the **Chickpea Value Chain**, AGP-AMDe partners sold 877MT of chickpea at farmgate worth \$447,861 USD. In addition, Bale Green carried out the country's first mechanized chickpea harvest and threshing. The machinery increases the quality of the crop while reducing post-harvest losses. Agro Prom finished installation of its chickpea cleaning and processing factory in Adama as part of the matching-grant program.

In the **Honey Value Chain**, AGP-AMDe partners exported 85.5 MT of honey worth \$342,080 USD to Germany, Norway, Italy, USA and China. In addition, partner honey producers participated in the Gulf Food Trade Show as well as in national food trades shows. The Sheka Bee Product Development and Marketing Coop Union gained Fair Trade certification thanks to AGP-AMDe technical support.

In the **Wheat Value Chain**, AGP-AMDe partners sold 9600 MT of wheat at farmgate worth \$4.2 million USD. In addition, AGP-AMDe reported that beneficiary FCUs previously provided with portable threshers threshed 1106.3 MT of wheat in the quarter, benefitting over 970 farmers. The program also organized technology transfer events to exhibit and popularize these types of threshers in Amhara. So far, the program has provided 56 portable thresher machines in the four regions. AGP-AMDe also expanded the Community Receipt System (CRS) to nine wheat growing PCs in Amhara. CRS allows farmers to use their crops as capital to gain access to financial services.

In the **Maize Value Chain**, AGP-AMDe partners sold 11,714 MT of maize at farmgate worth \$2,936,011 USD. The 5000 MT capacity warehouse at Gibe Dedessa was completed and another, which belongs to Sidamo Elto in Hawassa, is still under construction. The AGP-AMDe also carried out a study on BH-661 hybrid maize yields on 34 demo plots in the three target regions. The highest yield was 110 quintals per

hectare and the lowest yield was 56 quintals per hectare. Average yield increases ranged from 265 percent over non-hybrid and to 81 percent over BH-660 hybrid maize. The positive results are expected to attract seed companies to begin multiplying certified BH-661 seed. In addition, 207 primary cooperatives and 14 FCUs have agreed to supply 16,800 MT of white maize to the World Food Program.

In **Input Supply**, AGP-AMDe carried out blended fertilizer trials on improved varieties of wheat and sesame in the four target regions. All demonstrations indicated that NPSB+K (or All+K) has an average yield advantage over NPSB and DAP (conventional fertilizer). For example, the wheat crops returned average yield advantages ranging from 162 kg in Tigray to 404kg in Oromia. In sesame, the results showed that NPSB+K has an average yield advantage of 50kg and 140kg over the NPSB treatment and DAP respectively. The trials prove the importance of potassium and the need to consider potassium in blending formulas. There is a need for further research to correlate the soil analysis and demo results on potassium availability.

In **Access to Finance**, AGP-AMDe partners disbursed rural loans worth \$20.5 million USD to 25 partners in the sesame, maize, coffee and wheat value chains. In addition, in Amhara, SACCOs comprised of farmers have mobilized \$212,549 USD (4,250,998 birr) in savings and disbursed \$327,840 USD (6,556,814 birr) in loans to 692 members.

In **Gender**, AGP-AMDe held the Women in Agribusiness Leadership Network (WALN) National Conference on January 21, 22, 2015 with more than 350 participants. At the conference, five women were awarded grants as winners of the Business Plan Competition.

In **Nutrition**, the program finished training conducted eight market surveys analyzing the cost of diet to better understand the issues smallholder farmers face when choosing food to eat. In addition, AGP-AMDe printed 750 copies of the cookbook and 650 copies of nutritional posters to hang up in FCUs and other partners.

## **Regional Summaries**

### **Oromia**

During the reporting period, AGP-AMDe continued the delivery of key activities for 18,000 direct beneficiaries in target AGP woredas. A total of 6694 MT of coffee valued at \$4mn USD at farm gate was purchased by 30 primary cooperatives from the Arga and Limmu Inarea FCUs. The Limmu Inarea FCU entered contract for three containers of washed clean coffee from the new crop. The program also delivered and sowed improved varieties of coffee seeds in the three nursery sites Andode, Atnago and Bufete Gibe Primary Cooperatives.

The program facilitated the aggregation of 70.25 MT of cleaned Kabuli chickpea to FCUs, earning PCs \$36,036 USD. A total of 1434 farmers received training, and farmers reported an average yield of 14.7 quintals per hectare.

BezaMar exported two containers of honey in the period. Oromia based honey FCUs reported income of an estimated \$1,480,000 USD in the quarter, and AGP-AMDe facilitated the sales of 4454 MT of wheat between wheat producer cooperatives and EGTE and Ambo Flour, valued at \$2,086,000 USD. A total of 3049 individual received training, and beneficiaries sold approximately 60% of their harvest on the local market, according to a survey conducted by AGP-AMDe.

Six Farmers Cooperatives Unions (representing 624 SHF)—Gibe Dedessa, Bore Bakko, Harague, Limu Innarea, Liben and Ambo—sold 1,420 MT of maize worth of \$377,333 USD to WFP as part of the Purchase for Progress (P4P) initiative. Farmers sold approximately 60% of their harvest on the local

market, according to the survey undertaken by AGP-AMDe. In the quarter, loans worth \$8,287,199 USD were disbursed to 13 FCUs.

## **SNNPR**

In SNNPR, the Yirgacheffe FCU sold 297.18 MT of Yirgacheffe Type 1 and 2 coffee worth \$2,129,194 USD to traders and international buyers. The Kaffa Forest Coffee Union sold 36 MT of sun dried coffee worth \$177,120 USD, and the Bench Maji Forest Coffee Union sold 25.62 MT of coffee worth \$147,888. In the Wheat Value Chain, Edget seed production and marketing union collected 181.4 MT of seed as part of AGP-AMDe's seed multiplication program. The Melik FCU threshed 398.6 MT of wheat grain with a portable thresher provided by the program, benefitting 508 SHF and reported significant improvements in grade quality.

In the Maize Value Chain, four FCUs—(Sidama Elto, Admas, South Omo and Oysa Dawro—aggregated 3,990 MT of maize and delivered 1,240 MT to WFP. The Program carried out trials with BH-661 hybrid maize seed on select farmer plots in SNNPR (as well as Oromia and Amhara). Average yield increases ranged from 265 percent over non-hybrid and to 81 percent over BH-660 hybrid maize. These results are expected to attract seed companies to begin multiplying certified BH-661. A farmer in Konto Woreda recorded the highest yield at 110 quintals per hectare.

The program collected data from 40 maize sites in SNNPR for urea supper granules (USG) briquette demonstrations. Results show plots treated with USG with an increased yield of 17.6 percent compared to plot treated with treated conventional urea granular fertilizer. The program also began collected data from wheat plots in seven woredas. Two FCUs—Damota Wolayta and Sidama Elto—accessed 22,240,983 birr in the period. A total of 2,859 farmers, development agents and FCU leaders were trained in the period across the six value chains.

## **Tigray**

In this quarter, KHSPS Primary Cooperative and Setit-Humera FCU exported a total of 643 MT of sesame worth \$1,112,926 USD. Tigray-based FCUs—Dansha Aurora, Feleg, Setithumera, Lemlem Wolkayit, Tekeze and the Tigray Marketing Federation—purchased 960 MT of sesame worth \$1,461,414 USD from cooperative members. FCUs sold 1560.9 MT to ECX worth \$1,807,098 USD. Tigray Marketing Federation finished installation of its sesame cleaning machine under AGP-AMDe's matching grants program. The new technology is expected to open export markets for area unions.

Nine primary cooperatives representing 180 (101 Women) members harvested 5.6 MT of crude honey and sold 2.7 MT worth \$8,448 USD on the domestic market.

In the Wheat Value Chain, Bokra and Hashange FCUs and four seed cooperatives purchased 93.5 MT of seed worth \$42,588 USD and sold to the Tigray branch of the Ethiopian Seed Enterprise with a 5% commission. Bokra and Hashange FCU aggregated 126.7 MT of grain worth \$51,701 USD from members and non- members.

Enderta FCU in Mekele completed the construction of a blended fertilizer plant including the installation of machines. AGP-AMDe facilitated the initial purchase of 9.7 MT of seed from the Humera Research Center for the Oromia and SNNPR Bureaus of Agriculture.

In the period, loans worth \$3,505,082 USD were disbursed to six PCs operating in the sesame value chain, one Common Interest Group in the wheat value chain and eight primary SACCOs working on both sesame and wheat value chains.

## **Amhara**

In the Sesame Value Chain, Selam, Tsehay and Metema FCUs are in the process of installing sesame cleaning machines under AGP-AMDe's matching grants program. Tsehay is also installing a new warehouse, which will be finished in the following quarter. Selam and Tsehay FCUs exported 570 and 380 MT worth \$1,368,000 USD to China, Israel and Algeria. In addition, Metema and Tsehay FCU earned approximately \$1405518 USD in sales through the ECX. In the Honey Value Chain, the new Zenbaba Honey processing plant processed 1.5MT of honey.

After implementing four Communities Receipt System (CRS) groups last year, the program has scaled up to 9 PCs in Amhara. In the quarter, AGP-AMDe launched the initiative and discussion forum with two FCUs and a total of 29 participants.

The 14 Wheat PCs equipped with portable threshers threshed approximately 346 MT of wheat. Area farmers paid 27-30 birr per quintal for the service. As an income generating activity, the PCs earned approximately \$10,152 USD. After much use, farmers documented lessons learned from the threshers. In the Wodera FCU located in Simien Shewa, farmers and the program held a wheat thresher field day for approximately 698 farmers.

In the quarter, district agents ToTs cascaded the nutrition training for 4593 (1620 women) smallholder farmers in the Amhara region. The training's objective will enable farmer to implement household dietary diversity interventions that improve the nutritional status of the household.



## Summary of Impact Indicator Performance Results

AGP-AMDe achieved significant results in the third quarter January 1 to March 31, 2015. The following table presents these results as well as cumulative results from Life of Project for priority indicators.

Key Performance Indicators	LOP Target	Annual Target	Q3 Results	Cumulative Results (2011 to March 2015)	Percentage of LOP Target Achieved
Number of beneficiaries supported by AGP- AMDe assisted value chains	1,000,144	242,197	88,096	759,106	76%
Value of sales, collected at farm-level, attributed to FtF implementation (USD)**	\$94,733,730	\$1,627,344	\$15,387,551	\$102,997,632	108%
Number of hectares under improved technologies or management practices*	55,658	21,459	108,198	156,457	281%
Number of farmers who have applied new technologies or management practices*	117,720	42,431	60,709	142,337	121%
Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	112,301	24,800	6,896	113,798	101%
Value of exports of targeted agricultural commodities (USD)	\$148,236,057	\$29,016,914	\$5,892,048	\$122,458,761	82%
Value of Agricultural and Rural Loans (USD)	\$39,134,157	\$12,064,278	\$20,460,000	\$89,896,779	230%
Number of jobs attributed to FTF implementation	8,144	2,069	190	3,510	43%

\* Number is derived from the Annual Survey conducted in March 2015.

\*\*Incremental Sales is reported here as cumulative actual sales at farm gate and will be adjusted by the system once the annual data is entered into the FTF MS.

### Annual Survey Findings

The following table presents average yield results from the Annual Survey collected in March 2015 from 1,564 households, 23 Farmer Cooperative Unions and 69 Primary Cooperatives across the four regions. Over 23% of the interviewees were women.

The Annual Survey assessed five indicators, and four of these are presented in the Indicator Performance Tracking Table in Annex I of this report. The Annual Survey Final Report—complete with qualitative and quantitative data—will be published in June 2015.

Average Yield: metric tons per hectare (MT/ha)				
Value Chain	Baseline 2012	LOP Target	2015 Results	Percentage of LOP Target Achieved
Coffee	0.966	0.976	0.851	87%
Sesame	0.725	0.800	2.060	258%
Chickpea	1.237	3.305	1.052	32%
Wheat	1.744	2.969	3.396	114%
Maize	1.821	3.703	4.390	119%

*\*The Honey Value Chain will be included in the June report*

## Success Stories

# Improved Yirgacheffe Coffee FCU Looks to Double Exports in 2015

New processing plant, USAID support and financing allow YCFCU to meet a higher demand from international buyers



Over the last several years, the Yirgacheffe Coffee Farmers Cooperatives Union (YCFCU) has turned away buyers due to the inability to fulfill orders. Both timeliness and quality have hindered the union from realizing the full potential of its members. In 2014, the 26 cooperatives produced approximately 40,000 tons of coffee, of which the YCFCU exported 2,000 tons, or just five percent.

“The buyers wanted more from us, but we couldn’t deliver. Our organization includes over 43,000 farmers. There is a large variety of coffee grades and some cooperatives just don’t have the technology to process that much,” explains the Union’s Planning and Project Officer, Jebo Werkneh.

In addition, every year the YCFCU must lease the sole government-owned processing plant in Addis Ababa to meet orders, for which time is scarce and results unreliable. Times are changing since the union inaugurated its own coffee warehouse and processing plant in Addis Ababa in early 2015. The YCFCU expects to double coffee exports in 2015 to 4,000 tons.

“We have gone through major changes. Our members have capital, the government is backing us and farmers are working hard,” he says. “This year, every member will be equipped, and our union is better prepared for orders than ever.”

The YCFCU was founded in 2002, four years before the name Yirgacheffe ever appeared on a bag of coffee at Starbucks and other outlets. Each year, the union produces Yirgacheffe, Sidamo and sun dried coffee. In 2010, all 26 cooperative members received Organic and Fair Trade certification, and three cooperative members are certified by the Rainforest Alliance.

In 2012, the union began partnering with the USAID AGP Agribusiness Market Development program (USAID AGP-AMDe) to strengthen member capacity in production, processing and marketing. USAID AGP-AMDe first assisted cooperative management and member farmers by providing training on post-harvest handling, proper cleaning, sorting and storage techniques to ensure quality and minimize post-harvest losses. Then, the program provided leadership, marketing, recordkeeping and operations trainings for cooperative leaders. These workshops culminated in a business and marketing plan.

The program also provided the YCFCU with consultation and in-depth review of its financial needs and linked the union with the Commercial Bank of Ethiopia for a loan worth nearly \$4mn USD. The union will use the money in 2015 to purchase coffee from members.

# Modern Technology Opens Up High Price Markets for Sesame Cooperatives in Ethiopia

*Marketing Federation Makes History and Exports High Quality Sesame to Japan*



Although sesame seeds are small, size and color are important. Buyers know the difference in quality, which can be measured by just a few percentage points. The degree to which a seed is cleaned often dictates who will buy it.

Japan is where sesame is most scrutinized. Japanese food requires attention to details and pure, clean sesame is critical. Ethiopian cooperatives rarely sell sesame to Japanese markets, and until now, processing was the sticking point.

That changed in early 2015 when Ethiopian sesame exporter—Tigray Multipurpose Marketing Federation or TMF—inaugurated its latest investment to meet the world sesame market’s highest standards: a cleaning machine. The modern technology, which is equipped with a gravity separator and destoner, raises the degree of purity from 97.5% to an impeccable 99.9%. The new machine can process 8 metric tons of sesame per hour, compared to 4 metric tons with the group’s former machine. In addition, TMF can sell sesame at prices 10-15% higher.

“For now, Japanese buyers are looking at importing 1000 metric tons of sesame from TMF. The market price is good, and the relationship represents a sustainable partnership for future exports,” says Yemane Woldegebriel, TMF General Manager.

TMF is located in Humera, near the Northern Ethiopian border with Sudan and the heart of Ethiopia’s sesame production. The inauguration took place in Humera, but the celebration stretched far and wide across the region of Tigray. The organization, founded in 2010, represents 7 farmer cooperative unions, 38 primary cooperatives and approximately than 30,000 smallholder sesame farmer members.

The new machine is part of AGP-Agribusiness Market Development’s (USAID AGP-AMDe) matching grant activities to increase the competitiveness of the sesame value chain, Ethiopia’s second most important cash crop after coffee. USAID AGP-AMDe and TMF each paid half of the \$400,000 USD investment for the machinery.

AGP AMDe also supported TMF members through capacity building activities in management and business planning, finance and auditing, quality control and better warehouse management.

The next step for TMF will be adding a color sort hulling machine that will enable the production of tahini and hulled sesame. AGP-AMDe is working with an additional five sesame cooperative unions in Ethiopia to install modern cleaning machinery and improve their business.

# New Maize Seeds Produce Amazing Yields

*Ethiopian Maize Farmer Marvels at Crop Stand that Produced Nearly Four Times as Much Produce*



Geremew Molla a young farmer in southern Ethiopia, had never harvested more than 0.6 MT of maize grain from a plot of land next to his house that measures out to approximately one-fourth hectare. In fact, Ethiopian maize farmers average approximately 3.2MT of maize per hectare, or just enough to feed a large family, and not nearly enough to make a profit.

Last season, Geremew took part in a new seed popularization campaign led by AGP-AMDe to demonstrate the high performance of the new hybrid variety, BH-661. For months, Geremew worked with a development agent from his area in field preparation, planting, weeding and cultivation. He worked hard and plowed the plot five times by oxen, followed proper spacing techniques—40cm between plants and 80 cm between rows—and worked with his neighbors to stay on top of weeds.

After three months, Geremew began harvesting his little plot. After just a few rows, he passed 2MT and kept filling sacks with corn. The cobs were large with big seeds and uniform in color. By the end of the harvest, Geremew had harvested 29 quintals, which represents a yield of 11.6MT per hectare.

Geremew—which means *amazing* in the Amharic language—was amazed. “Many farmers have little access to good seeds. Today the supply of good seed is critical for farmers. New hybrid maize varieties give farmers the chance to produce more maize and sell more in the market.”

The demonstrations are part of a popularization campaign carried out by USAID Agriculture Growth Program-Agribusiness Market Development (AGP-AMDe). The campaign aims to show smallholder farmers in targeted areas of the SNNPR and Amhara regions a new hybrid maize seed called BH-661, which was released locally in the Bako Agricultural Research Center located in central Ethiopia. At the farmers field day at Geremew’s farm, some 250 farmers came to witness the maize crop stand and learn about the new seed variety.

AGP-AMDe led a maize seed awareness campaign in late 2014/15 aimed at popularizing the new BH661 maize hybrid variety in more than 100 demonstration sites in Amhara and SNNPR maize growing regions. The new maize hybrid variety BH-661 produced an average yield of 7MT, 60 percent more than the previous most popular variety, BH-660.

In order to support the maize value chain, AGP-AMDe also supports government and private seed companies to access and multiply BH-661. After the demonstration on Geremew’s farm, he and other farmers committed to make advance payments for seed purchase and requested public and seed companies to avail the seeds for purchase timely.

After harvest, Geremew took 2.9MT of his maize produce to the local market in Ameya kebele and sold it for 12,600 birr, more money than he’s ever collected from a single harvest. With the money, he plans to improve his house for his wife and son and add a storage space that he can rent to neighboring farmers.



# Threshers Increase Efficiency and Grain Quality for Wheat Farmers in Ethiopia

## Portable Threshers Save Time and Money



When Getachew Tefera, the President of the University of Debre Birhan, saw the farmers of the Wedera Farmer Cooperative Union (FCU) threshing their wheat at a public demonstration in February, he realized how a simple technology could save both time and energy.

Traditionally, Ethiopian wheat farmers thresh grain using their oxen, trampling the grain for hours. This process often results in a lower quality grain mixed with pebbles and dirt. Women then spend days winnowing the pile to separate the grain from the straw resulting in further post-harvest losses. However, with a

portable thresher, a pile of wheat that might take a farmer 10 days to thresh takes the better part of one day.

The portable threshers—which Wodera FCU farmers estimate saves them approximately two-thirds of their threshing budget—are part of the Agriculture Growth Program-Argibusiness Market Development's (USAID AGP-AMDe) intervention in the wheat value chain in Ethiopia. In 2014, USAID AGP-AMDe provided 14 threshers to the primary cooperative members of the Wodera FCU, in the Amhara Region.

In total, the program has provided 56 portable threshers to benefit approximately 50,000 wheat farmers in four regions of Ethiopia. Each machine represents an investment of 63,000 birr (\$3,150 USD). The FCUs have committed to matching the investment by purchasing another thresher or a tractor. They also pay transport, training of operators and other associated costs such as fuel.

“The threshing machine has relieved not only the individual farmer and his family members from days of work, but also our cattle from such heavy task,” explains Shiferaw Dadi, lead farmer and member of the Wodera FCU.

Since January, Wodera FCU farmers threshed over 700 metric tons of better quality wheat worth \$10,152 USD. In addition to threshing, the machines also chop straw into animal feed. “The threshing machine has relieved not only the individual farmer and his family members from days of work, but also our cattle from such heavy task,” explains Shiferaw Dadi, lead farmer and member of the Wodera FCU. “Farmers used to spend many days threshing and grinding the wheat stalks to feed cattle. The thresher is a big advantage for us.”

After the demonstration, Debre Birhan University President Getachew Tefera linked with the FCU and a local vocational college to further research the technology. The university acquired a thresher that can be used in demonstrations for agriculture students. He also plans to look at designing spare parts for the machines. Being able to maintain the machines will increase the technology's lifespan and sustainability.

# Ethiopian Chickpea Sector Takes Giant Step Forward in Mechanized Agriculture

Africa's Largest Chickpea Producer Must Improve Quality in order to Compete on World Market



In Ethiopia, chickpea is typically harvested by uprooting the entire plant. Pulling out the roots deprives soils of nitrogen-fixing benefits. Collected, farmers allow the plant to air dry and then thresh piles of chickpea on the ground using animals; the week-long process is arduous and the chickpeas suffer losses in both quality and quantity.

Ethiopia is Africa's leading producer of chickpea and the sixth largest in the world. One of the most popular dishes—shiro—is made from chickpea. Still, a lack of financial capital and technological know-how has kept the chickpea value chain from realizing its full potential.

In February 2015, Million Meskele made history when he harvested 75 hectares with a combine harvester. Million owns the Bale Green farm located in the Oromia Region in Southeastern Ethiopia and his combine is a result of a matching-grants partnership with AGP-Agribusiness Market Development—USAID financed program intent on increasing the competitiveness of the chickpea value chain. In the chickpea sector, it was the first mechanized harvest in Ethiopia.

After several days, Million harvested, threshed and winnowed 125 metric tons of chickpea. Area farmers came and witnessed so they too could understand the benefits and opportunities of the new farm machinery. As Ethiopia's chickpea farmers increase production, new technologies such as combines and cleaning machinery are necessary in order to meet export quality standards. A combine can increase Bale Green's chickpea harvest by approximately 15% compared to a manual harvest.

"This has been a great contribution to Bale Green and represents a turning point in the development of the chickpea agricultural sector. We will serve as a model for others trying to expand into mechanized farming," explains Million Meskele, owner of Bale Green.

AGP-AMDe uses an integrated value chain approach to increase production and marketing all along the chickpea value chain. This season, Bale Green planted ACOS (50 ha) and Ararti (25 ha) in order to multiply seed for other Ethiopian chickpea farmers. AGP-AMDe supports Bale Green to attain a seed business license in order to distribute seed to area farmers. Next planting season, more than 1000 farmers could benefit through Bale Green's seed multiplication activities.

# COMPONENT ONE: IMPROVE VALUE CHAIN COMPETITIVENESS

## Coffee Value Chain

### Overview

Under the coffee value chain strategy, AGP-AMDe's work is contributing to the overall goal of a major expansion of coffee production, requiring a 50% increase in Ethiopian coffee exports that will generate additional value added export revenues of over 200% by 2020 as per the government's Growth and Transformation Plan (GTP), whereby improvement in quality and creating an enabling environment for traceability are considered key competitive objectives. Specifically, the program is working to increase the value of commercial coffee while promoting specialty coffees; assisting to develop technology platforms that enable traceability for mainstream Ethiopian coffees; increasing efficiency of the ECX platform; and promoting new developments in coffee export markets.

Throughout the life of the project, AGP-AMDe will work actively to contribute to the goal of a 50% increase in Ethiopian coffee exports as per the government plan. AGP-AMDe supports the coffee sector to improve productivity quality by establishing nursery sites in collaboration with research center through coops and CIG's, traceability system development, market promotion through participation of international tradeshow, providing innovative grant support, Q certification course and developing capacity of coffee farmers, cooperative unions, and all other through continuous trainings. The main targets include:

- Create new jobs
- Increase the value of coffee exports
- Increase the quality, yield and amount of coffee sold

### Summary of Quarterly Results

- The coffee value chain reported incremental sales of \$4.2 million USD (6694 MT of coffee) at farm gate and \$2,707,642 USD (743 MT) in exports in the quarter.
- AGP-AMDe has registered 1,142 coffee processing stations of Sidama A, Yirgacheffe A, Jimma A and Lekempti Coffee types year to date.
- The Ethiopian delegation of more than 20 representatives participated in the annual African Fine Coffees Association (AFCA) event in Kenya. Samples from 15 private farms were in the Farm to Market Showcase at the conference. Coffee FCUs and exporters sold at least six containers of coffee and made contacts with other potential buyers.
- A total of 6694 MT of coffee valued at \$4mn USD at farm gate was purchased by 30 primary cooperatives of Arga and Limmu Inarea FCU in Oromia. The Limmu Inarea FCU has entered contract for three containers of washed clean coffee from the new crop.
- Through SMFM Agricultural PHH cascade training, 2,057 smallholder farmers (934 women) drawn from Buno Bedele, Arga and Sedeten Chora FCUs were successfully completed the planned training. These trainings help the Smallholder farmers to increase the volume and quality of Coffee production.



- The AFCA, the Ethiopia Commodity Exchange and USAID AGP-AMDe conducted the 2014/15 Taste of Harvest Coffee Competition at the ECX Lab in Addis Ababa.
- Ethiopian Assistant Q Instructor successfully passed the second mentorship step toward becoming a full Q Instructor.
- Eleven Q Graders gained certification and 14 Q Graders renewed their certificates.
- Assisted Ministry of Trade and Foreign Affairs of Ethiopia to present Ethiopia as host of March 2016 World Coffee Conference to ICO Board of Directors.
- Planted 940,000 coffee seedlings and created 32 full time nursery jobs in SNNPR
- The Yirgacheffe FCU sold 297.18 MT of Yirgacheffe Type 1 and 2 coffee worth \$2,129,194 USD to various international buyers.
- The Kaffa Forest Coffee Union sold 36 MT of sun dried coffee of origin worth \$177,120 USD.
- The Bench Maji Forest Coffee Union sold 25.62 MT of coffee worth \$147,888.

## Key Activities and Successes

### AFCA Conference and Gulf Foods

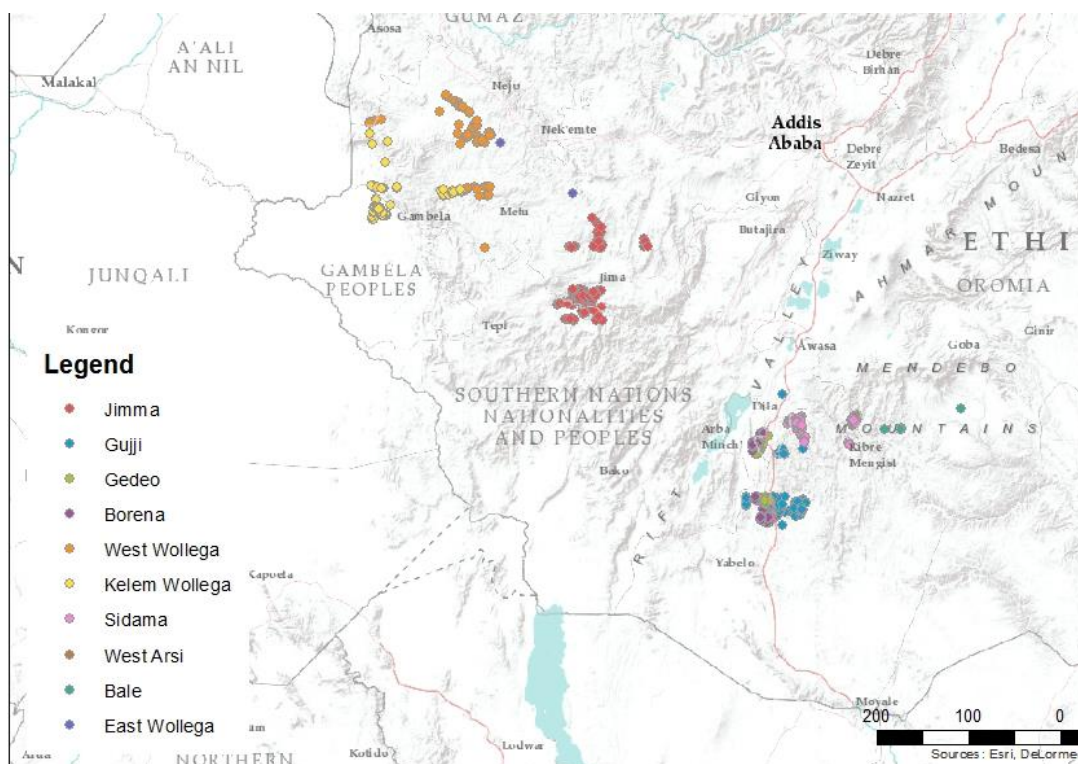
The 12<sup>th</sup> Africa Fine Coffees Association (AFCA) held its annual conference and exhibition in Nairobi, Kenya under the theme of “Productivity: the Key to Sustainable Resurgence of the African Coffee Industry”. AGP-AMDe hosted and facilitated the Ethiopian Fine Coffees booth and services. The program also arranged a B2B buyer’s lunch for more than 40 market participants to facilitate networking. In addition, the program sponsored 15 Ethiopian delegates from federal and regional bureaus. Twelve partners displayed their coffee products and met potential buyers. Some of them closed export contracts at the event.

### Traceability

Year to date, AGP-AMDe has registered 1,142 coffee processing stations of Sidama A, Yirgacheffe A, Jimma A and Lekempti Coffee types in Oromia and SNNPR. During registration, staff distributed pocket brochures in order to create awareness about the need for traceable coffee. The registration data is stored in Excel sheets and being imported into an Access Database with corresponding pictures of each of the coffee processing stations. Each registered coffee processing station is geo-referenced (See map sample).



*Coffee stakeholders also attended the 2015 Gulf Food trade show in Dubai.*



*Screenshot from the traceability website showing registered coffee washing stations in Ethiopia*

## Q Coffee Certification

Eleven new Q Graders earned certification and 14 Q Graders successfully renewed their certificates. Ethiopia is on track to have its first full Q instructor by May 2016, which would be only the second such person in Africa. In the quarter, Metad received a second training to fulfill ICP responsibilities for services under the Q program of the Coffee Quality Institute (CQI). Metad is now fully operational to grade coffee according to internationally accepted standards of the SCAA and issue Q certificates for coffee lots that will be promoted to international buyers.

## Farm to Market Showcase Initiative

The Farm to Market Showcase Initiative was launched with members of the Ethiopian Coffee Growers, Producers and Exporters Association (ECGPEA) to assist private farms to gain access to the specialty coffee market through a series of training and promotion activities focused on quality improvement and market linkage. The objective is to match the corresponding international quality standards hoping for a better share of the market and price. In a training to launch the initiative, 19 members of the ECGPEA signed an agreement for collaboration with AGP-AMDe and CQI in the international/national promotion and contests by supplying information, support and coffee samples necessary for Ethiopia's coffee representation at these events.

## ICO World Coffee Conference

During the 114th session of the World Coffee Council in London in March, an Ethiopian delegation led by Ambassador Berhanu Kebede presented Ethiopia's application to host the 4th World Coffee Conference in Addis Ababa in 2016, the first time in Africa. The delegation proposed two conference

themes: “Celebrating coffee culture from seed to cup” and “Increasing consumption through diversity and culture”. AGP-AMDe program provided the Government of Ethiopia with technical support.

## Coffee Seedling Production



One of the coffee nurseries in Oromia

### Oromia

The program followed up on the seedlings for the June and July 2015 planting season that are now planted in nursery sites established in Bufete Gibe, Andode and Atnago primary cooperatives. In the period, the nursery sites were cleared, the soil was prepared, the beds were shaded, and the seeds were sown. The PCs maintain irrigation canals. The seeds were delivered from the Jimma Research Station.

In addition, the seedlings planted last year in the permanent field are mostly in good condition except where a few seedlings are drying due to the elongated drying season. By the end of March, the rains began falling, and the seedlings are recovering. The seedlings are disease resistance, high yielding coffee plants. In total, there are some 500,000 seedlings ready for the coming season. There are 60 workers in the three site employed by the primary coops.

### SNNPR

In the period, the program conducted Field visits to provide technical support for six coffee seedling producer common interest groups (CIG) in Kaffa, Bench and Sheka Zones. To date, there are currently 940,000 coffee seedlings planted in nurseries in SNNPR (Table 1). Some of the groups have already begun transplanting the seedlings from the nurseries into the fields.

Table 1: Seedling production table for SNNPR in 2015.

CIG	Address	Members		Total	Seedlings Quantity	Stage	Status
		M	F				
Addis Alem	Yeki woreda	13	7	20	230,000	3 pair of leafs	New
Emirichi	Yeki Woreda	13	7	20	130,000	3 pair of leafs	New
Fanika	S/ Bench	11	5	16	135,000	2 pair of leafs	New
Kita	S/ Bench	9	6	15	135,000	2 pair of leafs	New
Beko	Chena	11	7	18	100,000	Germination	Continuing
Beha	Decha	10	5	15	100,000	Butterfly stage	Continuing
Basura	Bula	8	5	13	55,000	8 pair of leaf	Continuing
Dhadhato	Gedeb	8	3	11	55,000	8 pair of leaf	Continuing
<b>Total</b>				<b>128</b>	<b>940,000</b>		

## Capacity Building

In the period, post-harvest handling in coffee training was provided for the lead farmers in Buno Bedele, Arga and Sedeten Chora FCUs in Oromia. Seven of the eight targeted PCs then organized and provided cascading training for their fellow farmers.

The Regional Marketing and cooperative bureau organized a one-day work shop in Kaffa Zone in SNNPR on Kaffa coffee productivity and quality for 80 participants from Regional bureau, Kaffa zone and woreda coffee experts, suppliers, researchers and growers.

## Wet Processing

In this coffee season, more than 6694 MT of red cherry were collected from 31 primary cooperatives of Arga and Limmu Inarea FCU for wet processing. At a unit price of 11-15 birr per kg of red cherry, the transaction is worth approximately 84mn birr. The FCUs expect the dry parchment coffee output to reach 1400 MT (Table 2).

Table 2: Washed coffee processing activity for Limmu Inarea and Arga FCU in Oromia.

FCU	Red Cherry Purchased (kg)	# PCs	Transaction (birr)	Expected Output Dry Parchment (kg)
Limmu Inarea	2,623,947	18	30,130,048	524,789
Arga	4,070,656	13	53,926,365	814,131
<b>Total</b>	<b>6,694,603</b>	<b>31</b>	<b>84,056,413</b>	<b>1,338,920</b>

In addition, the Limmu Inarea FCU entered into an export contract with various buyers for three containers of washed clean coffee from the new crop. The FCU estimates that 20 containers (1,152,000 kg) of exportable washed clean coffee remain in the warehouse waiting for better price. All the coffee prepared is Q grade coffee and meant for the specialty market.

## 2015 Taste of Harvest Competition

The Ethiopian AFCA chapter submitted more than 80 samples for the 2015 Taste of Harvest (TOH) competition. The top ten were awarded and sent to the AFCA conference and exhibition in Nairobi, Kenya for market promotion (Table 3). In addition, members of the coffee growers association sent samples to be cupped and recognized as Q coffee and the best 14 coffee samples scored higher than 81 points and were sent to AFCA exhibition to be displayed, cupped and promoted at the event.

Table 3: Oromia based coffee grower winners of 2015 Taste of Harvest competition.

Rank	Contestant	Grade	Processing	Source	Total	Flavor Notes	Region
2	Nano Challa			Nano Challa	91.95	Blueberry, floral, mango, lemon grass, honey, orange, spice	Oromia
4	Shemeket Daba	Q grade	Natural	Shemeket daba	90.8	Honey, flowery, blueberry, caramel, apricot, vanilla	Oromia

5	Kebena Kossa P.L.C			Kebena Kossa P.L.C	90.55	Black currant, chocolate, tropical fruits, strawberry	Oromia
6	Keteme P.L.C	G2			90.45	Winey, blueberry, cinnamon, floral, olives, apple, pineapple	Oromia
10	Lema Edeto & his Children S.C	Grade 2-3	Natural	Lema Edeto	88.25	Chocolate, caramel, honey, floral, spice, peach	Oromia

## Wet Mills

The sites for establishing nine wet mills in Oromia were prepared. Seven wet mills will be established at PCs under the Oromia Coffee Farmers Union and two wet mills for the PCs under Limmu Inarea Farmers Cooperatives Union. Installation will take place in the next quarter.

## Analysis and Challenges

Ethiopia's coffee production and export performance continues to face various challenges which limit the economic opportunities for the country's estimated five million smallholder coffee farmers. The year-end performance of coffee exports did not reach government targets. The problem is largely attributed to low international coffee prices at the beginning of the year and increasing illegal trade throughout the country, which affects the volume of coffee traded centrally through ECX. Other challenges include inconsistency in production, and aged plantations, where production is declining. There is also an inconsistency in quality due to improper harvesting, processing and drying techniques. Since there is no premium in local market for properly picked, processed and dried good coffee, many farmers do not take the correct measures.

AGP-AMDe's support to cooperatives, individual farmers and common interest groups (CIG) in producing new improved varieties of coffee seedlings in collaboration with research centers would play a significant role towards increasing production.

The majority of Ethiopia's coffee cannot be traced back to the producing communities, washing stations or collection stations. The traceability gap strongly limits the ability of private exporters to compete internationally, both in specialty as well as in mainstream markets and to earn sustainable premiums for Ethiopia's supply of fine coffees. As in previous years, most exporters and buyers continue to complain about the ongoing, lot-to-lot quality inconsistencies due to pooling the same coffee contract category together in the ECX warehouses.

AGP-AMDe works with ECX to prepare for the implementation of a traceability system, which is expected to facilitate the trading of certified coffees and significantly increase sales and exports to large importers and roasters who in past years have demanded an increased availability of traceable coffee lots.



### Coffee VC Key Events: January – March 2015

Date	Name of Event	Event Type	Location	Total	M	F	Responsible Staff	Name of Partner Organizations
January	PHH cascading Training	Training	Illubabor Zone, Shobe, Asendabo and chelo PCs	617	347	270	Alemayehy T.	Buno Bedelle FCU
January	PHH cascading Training	Training	Jimma Zone, Alelu Adisu PC	280	168	112	Alemayehu T.	Sedetan Chora FCU
January	PHH cascading Training	Training	Jimma Zone, Omo Beko, Sediloya and Yukro PCs	1160	608	552	Alemayehu T.	Arga FCU

### Coffee VC Upcoming Events: April – June, 2015

Date	Event	Location
April 1-6/2015	Conduct SMFM management training (gender focused leadership, record keeping, business planning and marketing) to cooperative leaders and staff	Mizan
April 21-22/2015	Strengthen the capacity of MoA, marketing and cooperative bureaus and FCA to deliver training on primary marketing, quality coffee, seedling production and other good agricultural practices -	Dilla
May 5-7/2015	Conduct work shop with regional marketing and cooperative bureau Dry Milling at the farm and export level. Activity 3.6	Mizan
May 10-18/2015	Follow up Completion of grant awards, washing stations, seedlings In-Kind for 3 Lab Equipment), Traceability system campaign activity 2.	
June 10/2015	Multi-stakeholder meeting facilitated to update stakeholders on project progress and ensure B2B connections	Butajira
June 16-21/2015	Assess and up data the status of traceability company	Dilla and Awassa
April 20- 26 2015	Training on SMFM management training (gender focused leadership, record keeping, business planning and marketing ) to cooperative leaders and coop staff /Arga FCU/	Jimma
April 27-May 3 2015	Training on SMFM management training (gender focused leadership, record keeping, business planning and marketing ) to cooperative leaders and coop staff /Bedele and chora FCU/	Jimma

### Coffee VC Partners and Interventions: January – March 2015

Partners	Location	Intervention	Major Results
Limmu Inarea FCU	Limmu seqa, jimma zone , Oromia region	Technical support on coffee seedling production techniques for the 3 pCs Collected coffee harvesting and processing data	The seedlings are transplanted to poly bags and are being managed well. Data is analyzed for use
Buno Bedelle	Bedelle, illubabor zone	Conduct cascading training Support annual survey	

Arga FCU	Gomma and Gera woreda, jimma zone , Oromia region	Conducted annual data survey with the survey team. Collected coffee harvesting and processing data	Collected important data from FCUs and pcs and interviewed individual small holder farmers and obtained the necessary information for future plan
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**Coffee VC Activity Tracker (Gantt Chart): January – March, 2015**

No.	Activity Description	Indicator and Unit	Y4 Target	Q3: January – March 2015			Cumulative up to this Quarter			Reason for variance
				Target	Achieved		Tar get	Achieved		
					Number	%		Num ber	%	
I	Market promotion and linkages									
I.1	Implement phase one traceability project including roll out at three coffee site and at the respective washing stations	Value & volume of traceable coffee sold	2	proceeding						It is on data collection process
I.2	ECX price & Quality standard analysis	reliable and transparent standards established								
I.3	Int'l trade show promotion: Support sector to participate in international trade shows - AFCA, SCAA (including technical support for ECEA to make Ethiopia portrait country in 2015 show), and 1 other international	B2B meeting, markets linkages, export value & volume								
I.4	Trade missions to follow up on trade show participation together with associations and exporters (Traceability project site visit & selected buyers visit)	Markets linkages, export value & volume								
I.5	Capacity building to host ICO 2016 conference. Technical support and Site visit to next ICO conference	Successful ICO conference, brand placement								
2	New technologies and management practices									
2.1	Complete establishment of certified cupping labs in Hawassa, Dilla and Jimma to improve ECX quality management system	Increased quality, price & gross margin	2				2	0	0	



No.	Activity Description	Indicator and Unit	Y4 Target	Q3: January – March 2015			Cumulative up to this Quarter			Reason for variance
				Target	Achieved		Tar get	Achieved		
					Number	%		Num ber	%	
2.2	Multi-stakeholder meeting facilitated once a year in each region to update stakeholders on project progress and ensure B2B connections	Market challenges, constraints & solutions identified								
2.3	Through innovation grant fund introduce new seedlings through nursery establishment with PC and CIGs	Production, productivity & quality improved	1mn							Coffee seeds sowed
2.4	Implement seedling distribution and planting strategy to introduce new seedlings through nursery establishment with PC and CIGs (continuing into year 3, 4 and 5)	# of Seedlings distributed	400,000				200000	355000	177	
2.5	Conduct Q grader training and calibration courses using the Q grader system	Transparent, consistent & reliable grading and pricing system								
	Completion of grant awards, washing stations, SCAA certification (In-Kind for 3 Lab Equipment), traceability system campaign	Improved post-harvest handling	5							In process
3	Capacity building									
3.1	Through the innovation grant fund: 1) capacitate ECEA to recruit industry best practice experience, 2) assist in organizing an annual international conference - Support ECEA to host an effective, high impact conference & training for members	# of event attendants								
3.2	Facilitate the proper handover and distribution of grading equipment procured for partner FCUs in kind grant	# of FCUs & PCs received	2							
3.3	Conduct SMFM agricultural PHH TOT to farmer trainers/lead farmers and cascade (only where necessary)	# of trainees	60				60	188	266	

No.	Activity Description	Indicator and Unit	Y4 Target	Q3: January – March 2015			Cumulative up to this Quarter			Reason for variance
				Target	Achieved		Tar get	Achieved		
					Number	%		Num ber	%	
3.4	Cascade SMFM agricultural PHH training to farmer(only where necessary)	# of trainees	2700				2700	2272	84	
3.5	Conduct SMFM management training (gender leadership, record keeping, business planning and marketing) to cooperative leaders and staff	# of trainees	60					21		
3.6	Quality improvement training in harvesting and processing for wet and natural processing - Dry Mill Jul-Sept - Harvesting Oct-Dec - Processing and Drying Beds Nov-Feb - Dry Milling at the farm and export level Mar-Jun	# of people trained	100				100	0	0	
3.7	Strengthen the capacity of MoA, marketing and cooperative bureaus and FCA to deliver training on primary marketing, quality coffee, seedling production and other good agricultural practices - How?	# of Trainings	40				40	0	0	

No.	Activity Description	Indicator and Unit	Y4 Target	Q3			Reason for Variance
				Target	Achieved		
					Number	%	
2.4	Implement seedling distribution and planting strategy to introduce new seedling through nursery establishment with PC and CIGs	# of Seedling	600000	600000	600000	Ongoing	The seed is already in nursery sites
3.2	Conduct SMFM agricultural PHH and Input training to farmers trainers/lead farmers and cascade (only where necessary	# of Trainees	2040	2040	2057	101	

# Sesame Value Chain

## Overview

Ethiopia is fourth in production and second in exports on the sesame global market. Better financial services, improved marketing and allowing buyers to buy directly from producers has improved the overall production and sales of sesame and sesame-based products like tahini. The 2014/15 Ethiopian sesame harvest declined in quality due to excess rains in the major sesame growing areas of Amhara and Tigray. International competitors like India, China and Sudan all saw strong harvests. Ethiopian sesame usually gets a better price on the international market due to its color, oil content and flavor, however due to surplus production in competitive countries, the demand for Ethiopian sesame declined compared to the same period in 2014. AGP-AMDe is working with partners MoA and the regional bureaus' extension and input departments, Federal and Regional Research Centers to increase production and productivity of sesame by introducing new technologies for popularization supported by good agriculture practices, demo sites and field days.

## Summary of Quarterly Results

- During this quarter, the sesame value chain reported incremental sales of \$3,600,923 USD (2892 MT). The sesame value chain exported 1745 MT worth \$2,842,326 USD.
- Tigray-based sesame FCU TMF finished installation and inaugurated a modern sesame cleaning machine and four modern warehouses in Humera. The investment represents \$400,000 USD. In the period, another four machines reached the sites of Metema, Selam, Tsehay and Dansha Aurora sesame FCUs and will be installed in the coming quarter.
- Four FCUs and TMF have a stock of 6,032MT of sesame worth \$8,458,103 USD; KFSPSC currently has a stock of 1,101MT.
- Dipasa Agro. Processing Plc exported 152MT hulled sesame worth \$372,400 USD.
- AGP-AMDe partnered with the Regional Department of Agriculture and Agricultural Research Centers to link sesame seed producers with FCUs in Amhara, Oromia and SNNPR for the purchase of 53.8MT of seed at a cost of \$90,608 USD. The seed will cover approximately 13,450ha and benefit some 8,967 smallholder farmers (SHF). The FCUs will plant the seed in the 2015/16 season and expect an estimated harvest of 10,760MT. The ESE/Tigray Branch bought 32MT of certified seed at a cost of \$45,940.60 USD. The seed will cover 8,000ha of land, benefitting 5,333 SHF and producing some 4,800MT of sesame for the export market.

## Key Activities and Success

### Sesame Cleaning Machines

TMF sesame FCU finished the installation of a modern sesame cleaning machine in Humera, Tigray. The machine was inaugurated in January, 2015 alongside the FCU's four warehouses. The investment

represents \$400,000 USD. The regional Vice President and head of the Office of Agriculture Rural Development attended the inauguration.

Another four machines reached the sites of Metema, Selam, Tsehay and Dansha Aurora FCUs representing an investment worth \$1,040,000 USD on a cost sharing basis.

The five cleaning machines can clean up to 99.9% purity, enabling sesame FCUs to gain access to quality sesame niche markets in the US, Europe and Japan. The machinery also eases processing times, allowing FCUs to deliver on time, thereby creating confidence with international buyers. Using private cleaning plants minimizes overhead costs. In 2013/14, the Selam, Metema and Tsehay FCUs each paid \$92,430 USD for cleaning services.



Brand new sesame cleaning machine installed in Humera.

### Sesame Sales

Year to date, sesame FCUs and marketing federations have purchased 2,50MT of sesame at a cost of \$3,546,166 USD and sold 4,486MT at a cost of \$6,071,849 USD through ECX on the international market. These entities still have a stock of 6,032MT of seed worth \$8,458,103 USD for sale (Table 4).

In the period, Dipasa Agro Processing, which deals in hulled sesame, exported 152MT worth \$372,400 USD to the US and the Netherlands.

Table 4: Sesame purchase, ECX and export sales data of FCUs, KHSPSC, TMF and Dipasa Agro. Process in 2015.

FCU	Purchase d in MT	Price in USD	Sales through ECX		Export /MT	Value in USD	Available stock	
			MT	USD			MT	USD
S. Humera	427.8	772,161.98	---	----	149	281,713	1,356	1,830,600
Dansha A.	----	---	522.4	760,881	----	----	1,202	1,770,841
L. Welkayit	----	---	761.5	656,656	----	----	----	----
Tekeze	80	106,930	277	389,561	----	----	----	----
Feleg	10.4	12,356.43	----	----	----	----	----	----
KHSPSC*	270	Fixed after export	----	----	494	821,213	1,101	Fixed after export
TMF	396.6	569,965.25	----	----	----	----	1,000	1,463,500
Metema	377	544,765	682	916,325	----	----	1,135	1,640,075
Selam	449	585,047	----	----	570	809,400	1,029	1,340,787
Tsehay	718	954,940	650	877,500	380	558,600	310	412,300
Dipasa	600	840,000	----	----	152	372,400	418	584,640
<b>Total</b>	<b>3,059</b>	<b>4,386,166</b>	<b>2,893</b>	<b>3,600,923</b>	<b>1,745</b>	<b>2,843,326</b>	<b>6,450</b>	<b>9,042,743</b>

(\*The 270MT and 1,101MT of KHSPSC is not added since the price will be fixed after export.)

## Capacity Building

Cascaded PHH and SMFM ToT training to 85 (3 women) sesame producers in Das Gundo Cooperative and Kebele in Metema Woreda

## Bank Loan Repayment

In the period, Tsehay FCU paid back \$2,000,000 USD with interest (\$54,295.70 USD) to Commercial Bank of Ethiopia. The repayment will reinforce the confidence of the bank as well that of the regional government, which provided the loan guarantee.

## Gulf Food Trade Show

The program sponsored two FCUs, the Federal Cooperative Agency, the Tigray Marketing Agency, Oromia and SNNPR Regional Marketing Federations and Amhara Bureau of Trade to participate in the Gulf Food Trade Show, held in Dubai in February, 2015.

Dansha Aurora and Selam FCUs sent their managers to the show to display their products for future clients. Although the FCUs participating in B2B meetings to close contracts, low sesame prices from other countries prevented any business deals.



*Ethiopian sesame exhibitors at Gulf Food 2015.*

## Analysis of the Sesame VC

Although the partner FCU have made sales in the period, they continue to accumulate stock due to low prices. India continues to dominate the market while China relies on its own supply for its sesame needs. In addition, countries like Nigeria are offering lower prices than Ethiopia. The 2014/15 production year was not favorable to Ethiopian producers due to excessive rains. A reduction in production and quality makes the situation even worse. Producers will have to think about implementing irrigation techniques when rains do not come. Rain fed farming is always a risk and as evidenced by this year's harvest and exports, the risk has taken a heavy toll on farmers' profits.

## Challenges

- Low production and quality of 2014/15 harvest due to excessive rains.
- Unable to compete with prices in India and Sudan in both quality and price. In addition, Nigeria has offered lower prices for G4 quality sesame.
- FCUs, marketing federations and commercial farmer cooperatives have a current stock of 6,032MT of sesame worth \$8,458,103 USD. There is a risk that the stock loses weight and quality due to high temperatures. And interest on bank loans can make the stock less competitive on the open market.

- Overhead costs and management interference is keeping partners from selling at the current prices.

## Opportunities

- The newly installed sesame cleaning machinery will help partners to produce quality sesame and allow them to avoid expenses related to cleaning with third party machinery.
- Government support for agro processing investors could help partners produce more value added products like hulled sesame and tahini.
- An increase in capacity building and technical support for FCU management has increased the knowhow and confidence in export trading and documentation.
- FCUs and Regional Marketing Federations have improved their communication skills by participating in the Gulf Food Trade Show.
- The support from the current government support, especially MoT, delivers market information and organizes meetings with stakeholders to deliver proposals in regards to the world market sesame supply and demand.

## Sesame VC Key Events: January to March 2015

Name of Event	Date	Event Type	Location (city, Woreda, region/country)	Value Chain/Cross Cutting Area	Total	Male	Female	Name of Partner Organizations
TMF Sesame Cleaning Machine Inauguration	Jan. 29, 2015	TMF Sesame Cleaning machine Inauguration	Humera/Tigray	Sesame	67	59	8	Tigray BOARD, Zonal and Woreda Admin, DOARD, CPA, ECX & Financial Institutions
Gulf Food Trade Show	Feb. 8-12, 2015	Int. Trade Show	Dubai/UAE	Sesame	7	6	1	Selam & Dansha Aurora FCUs, FCA and Tigray, Oromia & SNNPR MF
PHH SMFM cascading training	Feb. 22, 2015	Training	Das Gundo, Metema	Sesame	88	85	3	Metem FCU, Das Gundo Pc
FCA National exhibition	March 5-9, 2015	Exhibition	Addis Ababa/ Ethiopia	Sesame	4	--	---	FCA, Regional CPA and FCUs

## Sesame VC Partners and Interventions: January - March, 2015

Partners	Location (Woreda, Region)	Ins during the quarter	Explain observed major results
Selam FCU	Tachi & Mirab Arimachiho ,Tegede woreda /Amhara	<ul style="list-style-type: none"> <li>✓ grant cleaning machine</li> <li>✓ Seed marketing</li> </ul>	<ul style="list-style-type: none"> <li>✓ Since when they export their sesame seed cleaning is the costly activity so granted of cleaning machine will minimize such costs.</li> <li>✓ They are expanding their intervention to seed marketing to full fill their members' demand to the new technology</li> </ul>
Tsehay FCU	Gondar/Amhara	<ul style="list-style-type: none"> <li>✓ grant cleaning machine</li> <li>✓ Seed marketing</li> </ul>	<ul style="list-style-type: none"> <li>✓ Since when they export their sesame seed cleaning is the costly activity so granted of cleaning machine will minimize such costs.</li> <li>✓ They are expanding their intervention to seed multiplication and marketing to full fill their members' demand to the new technology</li> </ul>
Metema FCU	Metema woreda/Amhara	<ul style="list-style-type: none"> <li>✓ By granted more than 60 thousand birr,PHH cascading training was delivered</li> <li>✓ grant cleaning machine</li> </ul>	<ul style="list-style-type: none"> <li>✓ Since as per many studies post-harvest losses is high in sesame areas, so by this training 88 farmers has gained knowledge on how to minimize PHH losses and upgrading quality.</li> <li>✓ Since when they export their sesame seed cleaning is the costly activity so granted of cleaning machine will minimize such costs.</li> </ul>
Office of agriculture and rural development	Mirab Arimachiho/Amhara	<ul style="list-style-type: none"> <li>✓ Marketing of multiplied seed</li> </ul>	<ul style="list-style-type: none"> <li>✓ Increase accessibility of improved seed to their farmers and establish seed multiplication business in the area and multipliers has gained good market</li> </ul>
	Metema/Amhara	<ul style="list-style-type: none"> <li>✓ PHH cascading training</li> <li>✓ Marketing of multiplied seed</li> </ul>	<ul style="list-style-type: none"> <li>✓ Knowledge has gained on the training and they are equipped to transfer to the farmers</li> <li>✓ Increase accessibility of improved seed to their farmers and establish seed multiplication business in the area and multipliers has gained good market</li> </ul>
	Tegede/Amhara	<ul style="list-style-type: none"> <li>✓ Marketing of multiplied seed</li> </ul>	<ul style="list-style-type: none"> <li>✓ Increase accessibility of improved seed to their farmers and establish seed multiplication business in the area and multipliers has gained good market</li> </ul>
	T/Arimachiho/Amhara	<ul style="list-style-type: none"> <li>✓ Marketing of multiplied seed</li> </ul>	<ul style="list-style-type: none"> <li>✓ Increase accessibility of improved seed to their farmers and establish seed multiplication business in the area and multipliers has gained good market</li> </ul>
Das Gundo cooperative	Metema woreda/Amhara	<ul style="list-style-type: none"> <li>✓ PHH cascading training was delivered</li> </ul>	<ul style="list-style-type: none"> <li>✓ Since as per many studies post-harvest losses is high in sesame areas, so by this training farmers has gained knowledge on how to minimize PHH losses and upgrading quality.</li> </ul>
Uni and Dani agricultural dev't plc	Metema woreda/Amhara	<ul style="list-style-type: none"> <li>✓ Seed marketing of multiplied seed</li> </ul>	<ul style="list-style-type: none"> <li>✓ It has gained good income from this seed marketing and secured improved seed source for its own</li> </ul>
Edget agricultural dev't plc	Metema/Amhara	<ul style="list-style-type: none"> <li>✓ Seed marketing of multiplied seed</li> </ul>	<ul style="list-style-type: none"> <li>✓ It has gained good income from this seed marketing and secured improved seed source for its own</li> </ul>
Habitu Tsidu agricultural dev't plc	Metema/Amhara	<ul style="list-style-type: none"> <li>✓ Seed marketing of multiplied seed</li> </ul>	<ul style="list-style-type: none"> <li>✓ Has gained good income from this seed marketing and secured improved seed source for its own</li> </ul>
Temesgen and his family agricultural dev't plc	Metema/Amhara	<ul style="list-style-type: none"> <li>✓ Seed marketing of multiplied seed</li> </ul>	<ul style="list-style-type: none"> <li>✓ It has gained good income from this seed marketing and secured improved seed source for its own</li> </ul>

Mulualem Milimle agricultural dev't plc	Mirab Arimachiho/Amhara	✓ Seed marketing of multiplied seed	✓ Has gained good income from this seed marketing and secured improved seed source for its own
Tesfaye Kasa agricultural dev't plc	Mirab Arimachiho/Amhara	✓ Seed marketing of multiplied seed	✓ Has gained good income from this seed marketing and secured improved seed source for its own
Shibabaw Meried agricultural dev't plc	Tegede/Amhara	✓ Seed marketing of multiplied seed	✓ Has gained good income from this seed marketing and secured improved seed source for its own
Nigus Birhane agricultural dev't plc	Tegede/Amhara	✓ Seed marketing of multiplied seed	✓ Has gained good income from this seed marketing and secured improved seed source for its own
Birhane Bahita agricultural dev't plc	Tegede/Amhara	✓ Seed marketing of multiplied seed	✓ Has gained good income from this seed marketing and secured improved seed source for its own
Cooperative promotion office	Metema/Amhara	✓ PHH cascading training	✓ Knowledge has gained on the training and they are equipped to transfer to the farmers
Netsanet Seed cooperative	Rawyan, K/Humera, western Tigray	✓ seed marketing process	✓ It has gained good income from this seed marketing and secured improved seed source for its own
Walta seed cooperative	Maikadra, K/Humera, western Tigray	✓ seed marketing process	✓ It has gained good income from this seed marketing and secured improved seed source for its own
Egri Mitkal	Tsegede, western Zone	✓ seed marketing process	✓ It has gained good income from this seed marketing and secured improved seed source for its own
Hadnet seed cooperative	Hadnet	✓ The cooperative is involved in the seed marketing process.	✓ It has gained good income from this seed marketing and secured improved seed source for its own
Desta Berhe Farm	Shelela (Maykadra),Kafta Humera, western zone	✓ involved in the seed multiplication	✓ Has gained good income from this seed marketing and secured improved seed source for its own
Setit humera FCu	Setit humera, western zone of Tigray	✓ Market export	✓ It has gained good income from this seed marketing and secured improved seed source for its own
Dansha FCU	Dansha, Tsegede, Western zone of Tigray	✓ Cleaning machine Grant	✓ It has gained good income from this seed marketing and secured improved seed source for its own
Feleg FCU	Endabaguna, Asgede Tsinbla, North western of Tigray	✓ Market purchase	✓ It has gained good income from this seed marketing and secured improved seed source for its own
Tigray Multipurpose Marketing federation(TMF)	Mekelle/Tigray	✓ Grantee, cleaning machine	✓ It has gained good income from this seed marketing and secured improved seed source for its own
FCA	Addis Ababa	✓ Grant support for FCU National Exhibition	✓ Has demonstrated and promoted the activities of the Federal and Regional CPA and products of FCUs



Selam, Dansha Aurora and Tigray, Oromia and SNNPR Marketing Federations	Sanja/Amhara, Dansha/Tigray, Addis Ababa and Hawasa	✓ Sponsored to participate at the Gulf Food Trade Show	✓ Promoted their product, deliver business cards, experience share and B2B deal
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### Sesame VC Activity Tracker (Gantt Chart): January – March 2015

Activity Description	Indicator and Unit	Y4 Target	Q3			Cumulative Jul-Dec.2014			Reason for Variance
			Target	Achieved		Target	Achieved		
				Number	%		Number	%	
Facilitate participation in international trade shows for key stakeholders (SIAL & Gulfoods)	# of stakeholders	6	3	9	300	6	19	167	Additional participation from Tigray, Oromia and SNNPR Marketing Federation and Bureau of Trade were sponsored
Facilitate marketing agreements among FCUs, TMF, private sesame producers, processors and exporters to increase exports	# of transactions facilitated MT(3000MT)	5,000MT	750	643	86	5,000	8,151	163	PCs and FCUs delivered more sesame to the Marketing Federation
Conduct discussion forum to learn best practices and to make business to business (B2B) connections (MSP)	# MSP	1	1	3	300	1	6	600	The discussion forum was organized in Gonder, Mekele and Addis by FCA, ATA and AGM AMDe as this season is critical for sesame market
New technologies and management practices									
Provide grading equipment for PCs/FCUs (moisture tester, Sample drawer bag trier, riffle type, sample divider, gram scale with poly scoop , hand sieves with bottom pan and stitching machine)	# of sets of equipment	28				28	18	64	The distribution was revised as per additional FCUs of other VC and the imported equipment was limited

Sesame PHL assessment/research at time of harvest (during) of Hillas and threshing	(# of studies with PHL loss)	3				-	-	-	Excess and untimely rain farmers harvested before proper maturity and drying period
Facilitate and support the production of C2 seed production on SHF & commercial farmers which was multiplied in year 3 as a C1	# FCUs and Woreda OA producing sesame	10				10	14	140	Lack of technical support and supervision
Facilitate and support timely collection of quality seed from SHF and PCs & commercial farmers based on the seed provided, cleaning , storage, packing and certification of the seed	# supports/visits					4	6	150	See first quarter
Conduct field days to demonstrate improved technologies (Refer input team's figure)	# participants	450				450	438	97.4	Late rain; most SHF were busy planting other crops due to the crop failure
Establish demonstration sites in areas of the selected Sesame potential FCUs in collaboration with input team (Refer input team's figure)	# demonstration	12				12	33	275	explained in first quarter
Seed multiplication of certified Humera 1 which will be purchased from HARC	#hectare covered	500				500	500	100	85.5mt is bought by two FCUs, Oromia SNNPR and ESE/Tigray branch for 2015/16 crop season
Selection of seed multiplication sites and farmers	# of FCU or farmers	27				27	115	426	Done in 1st Q.
Follow up and technical assistance of GAPs for seed multipliers	# of visits	18				18	24	133	Is done in Q1 & Q2
Facilitate the inspection process of Seed multiplication by seed laboratory	# of hectare inspected	625				500	482	96.4	Is done in Q1 & Q2
Grant support to purchase cleaning machine to four FCUs (Dansha, Metema, Tsehay and Selam )	# of cleaning machines					4	4	100	All machine have reached respective FCU sites and are ready for installation
<b>Capacity building</b>									

Conduct SMFM management training (gender focused leadership, record keeping, business planning and marketing) to cooperative leaders and staff	# trainees	80	57	60	105	80	60	75	Hard to get more women participants in the VC due to the hardship of the working area
provide technical training on the operation of grading equipment and grading techniques on supported equipment for assigned quality technicians & store keepers at FCUs	# of FCUs	40				40	26	65%	The number of trainees were based on the number of equipment delivered
Conduct technical PHH TOT for partner FCUs & affiliated PCs (on scientific warehouse management, quality management etc)	# FCUs/PCs and trainees	10				10	12	120%	As PHL and infestation is one of the major problems they were very much interested to learn
Conduct/Cascade SMFM agricultural/PHH, training to farmer trainers/lead farmers (only where necessary)	# of trainees	2,800				1200	1288	107%	The training and cascading were done well
Conduct training for FCUs, Commercial farmers, women traders, exporters and marketing experts in market linkage opportunities and export readiness	# trainees	30							We had been working with FCA to deliver the training but due to their program priorities we are not able to implement it
Through the Enovation Grant fund, 1. Capacitate EPOSPEA to recruit Int. to STD) Sec. General, 2. Provide technical support in building market information system and 3. Assist in organizing an annual Int. Conference	# of assistance	3				3	2	67%	MIS staff is hired and 4 <sup>th</sup> Int. conference is assisted, but Sec. General is promoted as he is qualified.
Provide TOT on PHH SMFM to lead farmers, DAs, Woreda Agricultural Experts and PCs representatives	# of trainees	80				80	60	75%	Due to different reasons and as it is sesame marketing period

## Chickpea Value Chain

### Overview

AGP-AMDe aims to strengthen the chickpea value chain's competitiveness through training in agronomic practices, post-harvest handling, entrepreneurship training and field days conducted on chickpea farms. During the chickpea harvest, the relevancy of AGP-AMDe's support to help FCUs sell more chickpea to both domestic and international buyers will be the major activities this and next quarter. Chickpea production is expected to grow by at least 8 percent year-on-year through 2015, with production for 2015 forecasted at 463,700 MT. The increased number of certified seed producing FCUs is one major indicator for increased demand on improved seed by chickpea producing small holder farmers. Private partners like Bale Green, Agro Prom and Guts Agro Industry are the current models in strengthening the chickpea value chain.

### Summary of Top Results

- Chickpea value chain partners sold 877MT of chickpea at farm gate worth \$447,861 USD in the quarter. Of the sales, 80% come from Oromia and 20% from Amhara.
- Bale Green carried out the first mechanized chickpea harvesting and threshing. This year's harvest was completed using the new machinery, thereby reducing post-harvest losses drastically. The company produced and harvested 125MT of Kabuli chickpea seed on 75ha of land.
- Agro Prom finished installation of its chickpea cleaning and processing factory in Adama, Oromia. The company is expected to start purchasing more than 10,000 quintals of Kabuli chickpea.

### Key Activities and Success

#### Chickpea Harvest

In the period, a total of 1001.32MT of chickpea seed and grain were purchased and collected by the nine main FCUs and one private farm in Bale Zone. The FCUs purchased a total amount of 876.32MT, or 13 percent of their planned 6869.1MT. Purchasing will continue in the next quarter. FCUs will need to continue buying in order to increase volume for a better price advantage on both domestic and international markets. Only 20% of the chickpea seed and grain purchased is from Amhara, in part, due to the late harvest collection by the Merkeb FCU (Table 5). At an average price of 1124.59birr per quintal for seed and 1007.87birr per quintal for grain, smallholder farmers (SHF) earned a gross income of 8,502,157.75 birr or roughly \$404,864 USD.

Table 5: Chickpea harvest and sales year to date.

Region	Purchase plan by FCUs (Mt)			amount purchased (Mt) Until March 31/2015		
	seed	grain	Total	seed	grain	Total
Oromia	634.1	2695	3329.1	16	686.5	702.5

<b>Amhara</b>	240	3300	3540	91.12	82.7	173.82
<b>Total</b>	874.1	5995	6869.1	107.12	769.2	876.32
<b>NB:- total harvest by FCUs which is 876.32 + 125Mt of seed by Bale green farm (not yet sold) = 1001.32mt</b>						

Region	Value of purchase/sales in USD			Avg Price/qt	
	Seed	grain	Total	seed	grain
<b>Oromia</b>	9,247.62	334,814.95	344,062.57	1213.75	1024.2
<b>Amhara</b>	48,117.35	34,352.86	82,470.21	1108.94	872.32
<b>Total</b>	57,364.97	369,167.81	426,532.78	1124.59	1007.87

Exchange rate - 1USD = 21birr

### Bale Green Plc

In the period, private firm Bale Green carried out the first mechanized chickpea harvesting and threshing. This year's harvest was completed using the new machinery, thereby reducing post-harvest losses drastically. The company produced and harvested 125MT of Kabuli chickpea seed on 75ha of land (25ha for Ararti and 50ha for ACOS variety).

Ararti yields dropped 16% in 2015 compared to 2014, from 30 to 25 quintals per hectare. Likewise, the ACOS yields decreased 25% from 20 to 15 quintals per hectare. The decline is attributed to lack of adequate rain in February.

Bale Green has begun the process of attaining the seed business license in order to distribute C2 Ararti variety seed to the farmers in the surrounding Ginir Woreda. At least 1000 farmers are expected to benefit from Bale Green's seed business.



Mechanized harvesting and threshing of chickpea by Bale Green.

### Seed Inspection and Multiplication

A total of 93 percent of the FCUs engaged in seed multiplication business passed seed inspection carried out by their respective zonal seed lab and quarantine offices. The FCUs multiply chickpea seed on a total of 447 hectares.

### Job Creation

In the period, a total of 35 full time equivalent jobs related with the Chickpea VC have been created under Lume Adama, Becho Wolliso, and the private companies of Bale Green and Agro Prom plc.

## Capacity Building

Following on last quarter's success, a total of 1434 (50% women) SHF were trained on post-harvest handling (PHH) by lead farmers from the Lume and Liben FCUs in Oromia. In addition, those SHF interviewed for the annual survey demonstrated an improved PHH for their current harvest

Similarly, 29 trainees under Wodera and Kesem FCUs and affiliated member PCs, leaders and employees attended a six-day training on SMFM management techniques. The training, which was tailored to the participants, enhanced the participants' knowledge of day to day business activities like record keeping.

## Processing

In the period, Agro Prom finished installation of its chickpea cleaning and processing factory in Adama, Oromia. The factory is waiting for an electric transformer to begin operating at full capacity. The company is expected to start purchasing more than 10,000 quintals of Kabuli chickpea from two PCs under Erere FCU.

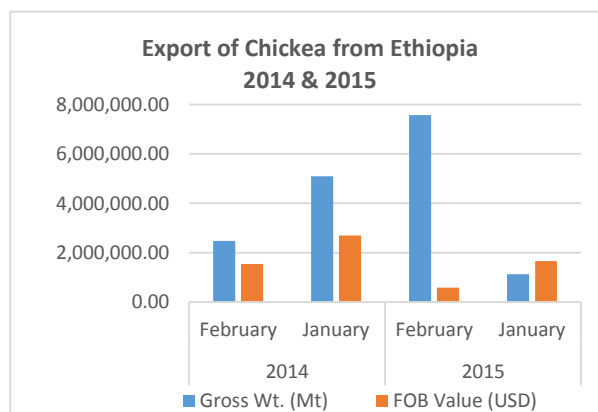
## Analysis of the Chickpea Value Chain

In the period, most of the chickpea VCs activities focused on harvesting and trainings on SMFM. The program also placed a special emphasis on improving interaction with buyers of the new chickpea harvest before adequate stock is assured at the FCUs stores.

The current market price of Kabuli chickpea on the open market in Addis Ababa has increased from 850 birr per quintal in the past two months to the current 1100 birr per quintal, an increase of 29.4% overall and 22% increase of the price of chickpea at this time last year. All Kabuli chickpea producing partners including Bale Green are in a better position both in terms of better quality production and prices on the domestic market. The increase in price on the domestic market indicates the increase in demand by traders selling the commodity locally and internationally.

In the quarter, the price of chickpea on the global market declined by 7 percent over the same time last year from 558.87 USD to 520.25 USD per MT. The total chickpea volume exported and value of sales from chickpea exports for the months of January and February showed a decline of 43 percent and 47 percent respectively, according to Ethiopia's Customs Office.

Nonetheless, the effect of falling prices seems insignificant, while the change in total value of sales is much more significant. Overseas buyers always pay a lower price at the beginning of a harvest season. Pakistan, Turkey, Sudan and UAE were the major export destination markets for Ethiopia chickpea in the period (See chart).



## Challenges

The delay in the grants process for women agro processors Leye and Edget in Oromia significantly impacted the value chain's success.

There is no efficient mechanism for delivering market information to farmers. Establishing new market information system to better equip the farmers with timely and reliable market information may solve the price indecision problem cited frequently by FCUs.



### Chickpea VC Key Events: January –March, 2015

Date	Name of Event	Location	# of participants	Names of AMDe team attending	Partners/Participants
Jan.4/2015	PHH Cascading	Lume Adama	360 (360)	Regional Field VC & PHH expert	PCs and small holder farmers under Lume Adama FCU
Dec.30/2014 Jan.13/2015		Lume Adama	357 (357)	Regional Field VC & PHH expert	PCs and small holder farmers under Liben FCU

### Chickpea VC Upcoming Events: April – June 2015

Date	Name of Event	Location	Responsible staff	Contact Address
Ap.15/2015	Local Bayer's and processor visit to Chickpea FCUs/Market linkage/	Modjo ,Debrezeit and Weliso	National Chickpea VC and Regional Field VC specialist	<a href="mailto:mterrefe@acdivocaeth.org">mterrefe@acdivocaeth.org</a> <a href="mailto:shiferaw@acdivocaeth.org">shiferaw@acdivocaeth.org</a>
May. 21/2015	Multi-stakeholder meeting	Nazreat	National Chickpea VC and Regional Field VC specialist	<a href="mailto:mterrefe@acdivocaeth.org">mterrefe@acdivocaeth.org</a> <a href="mailto:shiferaw@acdivocaeth.org">shiferaw@acdivocaeth.org</a>
June.18./2015	Export market training	Debrezeit	National Chickpea VC and Regional Field VC specialist	<a href="mailto:mterrefe@acdivocaeth.org">mterrefe@acdivocaeth.org</a> <a href="mailto:shiferaw@acdivocaeth.org">shiferaw@acdivocaeth.org</a>
April –May 2015	Follow up on seed and grain collection, cleaning, certification	Woredas covered by Tsehay, Ghion, Merkeb, Kesem and Wodera FCUs	National Chickpea VC and Regional Field VC specialist	<a href="mailto:wmuche@acdivocaeth.org">wmuche@acdivocaeth.org</a>
May 2015	Organize buyers Visiting	Tsehay, Kesem FCUs	National Chickpea VC and Regional Field VC specialist	<a href="mailto:wmuche@acdivocaeth.org">wmuche@acdivocaeth.org</a> and Mealku –IFDC for Amhara
May 2015	Multi-stakeholder meeting	Gondar	National Chickpea VC and Regional Field VC specialist	<a href="mailto:mterrefe@acdivocaeth.org">mterrefe@acdivocaeth.org</a> <a href="mailto:wmuche@acdivocaeth.org">wmuche@acdivocaeth.org</a>

June 2015	Support Export capable FCUs, commercial farmers to be a member of EPOSPEA for a better exposure on export	Addis Ababa	National Chickpea VC and Regional Field VC specialist	<a href="mailto:mterrefe@acdivocaeth.org">mterrefe@acdivocaeth.org</a> <a href="mailto:wmuche@acdivocaeth.org">wmuche@acdivocaeth.org</a> <a href="mailto:shiferaw@acdivocaeth.org">shiferaw@acdivocaeth.org</a>
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### Chickpea VC Partner Interventions: January - March, 2015

Partner	Location	Region	Zone	Woreda	Intervention	Performance Period
Becho Wollios FCU	Tulu Bolo Twon/Oromia	Oromia	South West Shoa	Tulu Bolo	Seed multiplication and grain production	Quarter 3, 4
Lume Adama FCU	Mojo town	Oromia	East Shoa	Lume	Seed multiplication and grain production	Quarter 3, 4
Erer FCU	D/Zeit	Oromia	East Shoa	Ada'a	Seed multiplication and grain production	Quarter 3, 4
Liben FCU	Wolliso	Oromia	South West Shoa	Wolliso	Seed multiplication and grain production	Quarter 3, 4
Biftu seed producing coop.		Oromia	East Shoa	Lume	Seed multiplication and grain production	Quarter 3, 4
Tsehay FCU	North Gondar	Amhara	North Gondar	Dembia	Seed multiplication and grain production	Quarter 3, 4
Wodera FCU	North Shewa	Amhara	North Shoa	Baso	Seed multiplication and grain production	Quarter 3, 4
Ghion FCU	East Gojjam	Amhara	East Gojjam	Dejen	Seed multiplication and grain production	Quarter 3, 4
Mereb FCU	Bahirdar	Amhara	West Gojjam	Bahirdar	Seed multiplication and grain production	Quarter 3, 4
Guts Agro Industry	Hawasa	SNNPR	AA		Value Addition (food processing)	Quarter 3, 4
Edget woman Agri business coop	Mojo town	Oromia	East Shoa	Lume	Small scale food processing	Quarter 3, 4
Leye Woman Agri business coop	Tulu Bolo Town/Oromia	Oromia	South West Shoa	Tulublo	Small scale food processing	Quarter 3, 4
Bale green Plc	Bale	Oromia	Bale	Gassera	Seed multiplication and grain production	Quarter 3, 4
KAS international plc	AA	AA	AA		Value Addition (food processing)	Quarter 3, 4
Agro Prom International Plc	AA	AA	AA		Value Addition (chickpea & sesame processing)	Quarter 3, 4

ATA	AA	AA			Seed multiplication (double cropping)	Quarter 3, 4
EPOSPEA	AA	AA			Trade show and conference	Quarter 2
SNV Ethiopia	AA	AA			Stakeholders	
MoT	AA	AA			Export info sharing	
MoA at Woreda, zone and region Level	AA and regions	Oromia and Amhara, SNNP			Follow up on seed multiplication	
EIAR	D/Zeit	Oromia			Research on seed multiplication chickpea varieties	

### Chickpea VC Activity Tracker (Gantt Chart): January – March, 2015

Act. #	Activity Description	Indicat or and Unit	Y 4 Targe t	Q1			Q2			Q3			Cumulative (Q1+Q2+Q3)			Remarks
				Targe t	Achieved		Targe t	Achieved		Target	Achieved		Targe t	Achieved		
				#	#	%	#	#	%	#	#	%	#	#	%	
1	Market Promotion and Market Linkages															
1.3	Facilitate creation of market linkage with buyers for FCUs and processors (Kabuli and Desi grain product for domestic and export market)	Volume of sales in MT	10500	1000	920	92.0	3000	480	16.0	3000	876.32	29.2	7000	2276.32	32.5	Variance in Q3 is due to less purchases as purchasing/collectio n started just a few weeks ago. It will increase in QIV
1.5	Provide support for FCUs, aggregators, commercial farmers, processors to participate on 2 international trade shows (SIAL and Gulf Food Show)	# MT exported	2				1	1	100.0	1	1	100.0	2	2	100.0	

1.6	Supporting FCUs to engage in seed multiplication Business (supporting in getting the license,)	# of FCUs	3				1	1	100				3	1	33.3	Remaining FCUs in Oromia will take the license in Q IV
2	New technologies and management practices															
2.1	Facilitate distribution of seeds by existing FCUs to Provide for new SHF beneficiaries (30% women)	# of farmers	4024	4024	3198	79.5							4024	3198	79.5	
2.2	Facilitate new seed distribution for selected 3 FCUs (Erer, Wodera and Ghion) (30% women)	# of farmers	1000	1000	813	81.3							1000	813	81.3	
2.4	Ensure timely collection of quality seed and grain from SHF and PCs based on the seed provided; (Cleaning, storage, packing and certification of the seed)	# quintal	69960							17490	10013.18	57.3	69960	10013.2	14.3	Collection is still underway. Expect target to meet in QIV.
2.5	Adoption of new technologies facilitated (in coordination with AGP and input activities for existing and newly added FCUs	# of hectares under improved technologies	4535.5	4535.5	2286	50.4							4535.5	2286	50.4	
2.7	Organize Field Days to improve the adoption of the new technologies and to share the good practices among stakeholders	# of field days	7				7	5	71.4				7	5	71.4	

2.8	Assist FCUs and PCs in providing grading equipment for Chickpea (Moisture tester, Sample drawer bag Trier, Riffle type Sample divider, Gram Scale with poly scoop and Hand Sieves with bottom pan)	# PCs & FCUs adopting new technologies	24			24	24	100.0			24	24	100.0	
3	Capacity building													
3.1	Conduct/Cascade SMFM agricultural/PHH, input training to farmer trainers/lead farmers	# of lead Farmers Trained	105			105	118	112.4				118	#DIV/o!	
3.2	Cascade SMFM agricultural /PHH input/ training to farmers and operators	# of farmers trained	4250			4250	2697	63.5	contin ued from QII	1434	#VA LUE!	4250	4131	97.2 this is in Oromia where some participants were absent
3.3	Conduct SMFM management training (gender focused leadership, record keeping, business planning and marketing) to cooperative leaders and staff	# of trainees	80	40	47	117.5			40	29	72.5	80	76	95.0 Budget limitation didn't allow to cover more
3.6	Provide entrepreneurship training for aggregators including women and youth groups/associations	# of women & youth group members	80			80	54	67.5				80	54	67.5
3.8	Providing Training of trainers on Chickpea agronomic practices (seed multiplication) to DAs, Woreda Agriculture and coop office	# of trainees	150	150	139	92.7						150	139	92.6667

# Honey Value Chain

## Overview

Beekeeping is one of Ethiopia's longest-standing cultural practices in the farming communities where 1.5 million households keep bees. AGP-AMDe's strategy for the honey value chain is to upgrade producers and processors to increase their competitiveness to meet the demand for high quality table honey in domestic and international markets. To maximize this opportunity, the AGP-AMDe strategy for the honey value chain is to upgrade quality and quantity of honey and honey products to meet the demand of domestic and international market. In order to achieve this target AGP-AMDe, along with producers, unions, processors/exporters, microfinance institutions and input suppliers works on quality and productivity improvement, promotion and market linkages. The major achievements of this quarter in the honey value chain are business promotion and market linkages, training and trade show participation.

## Summary of Top Results

- AGP-AMDe partners exported 85.5 MT of honey worth \$342,080 USD to Germany, Norway, Italy, USA and China.
- Trained 544 farmers on improved beekeeping and honey quality improving techniques.
- Provided technical support to Sheka Bee Product Development and Marketing Cooperative Union to attain Fair Trade certification, and participate in international and national trade shows.
- The Sheka Bee Product Development and Marketing Coop Union gained Fair Trade certification thanks to AGP-AMDe technical support.

## Key Activities

### Honey and Wax Sales

A total of 139.13 MT of honey worth \$357,398 USD was sold on domestic and international markets: 55.61 MT on the domestic market and 85.52 MT were exported to Germany, Norway, Italy, USA and China. Bezamar Agro Industry Plc. exported a total of 83.52 MT, or roughly 21 MT to each country of Germany, Norway, Italy, and USA. COMEL exported 2 MT to China.

The 55.61 MT of honey sold on the domestic market was supplied by honey farmers in Tigray and Amhara. Tigray based cooperatives and unions supplied 4.215 MT and the remaining 51.39 MT was purchased by members of the Zenbaba FCU. This honey was sold to Zenbaba FCU, Tutu and Bezamar Agro Industry companies.

In the period, Zenbaba FCU sold 85 kg of wax, worth 21,000 birr, to the Organization for Rehabilitation and Development of Amhara.

### Gulf Food Trade Fair

The Dima Company from Mekele and the Farmers Coop Federation from SNNPR represented Ethiopia's honey sector at this year's Gulf Food Trade Fair, held in Dubai in February, 2015. The overall purpose was to raise the profile of the participants as well as the profile of Ethiopian honey. Participants were invited to discuss with potential international buyers that could expand the market options for the companies. Many of the participants had never had this type of exposure, and the event gave them

an idea of how diversified, creative and demanding international buyers can be. Participants learned lessons in packaging quality, displaying techniques of products and services, and most importantly product and service promotion and pricing. All participants agreed that the booth was very small to accommodate all the exhibitors.



*Marketing Honey at the Oromia Regional Trade Fair*

### **National Trade Fairs**

The region of Oromia conducted a regional coffee and honey exhibition at the Sheraton Hotel in Addis Ababa in January 2015. High ranking government officials including the Prime Minister and President of Ethiopia as well as the President of Oromia Region. AGP-AMDe Honey VC grantees Wonchi Ecotourism and the Honey Cooperative exhibited its products for over 200 visitors, buyers and future clients.

Another coffee and honey trade fair and conference took place at the same time in Oromia in Metu, in the Ilu Aba Bora zone. Government officials, producers, unions, cooperative leaders and members and traders

participated in the event. The exhibition was meant to boost the honey value chain and coffee sectors in the region and encourage producers and value chain actors to expand markets.

AGP-AMDe supported honey producer cooperatives Sobo Tokuma and Abdi Bori participated in the event. The exhibition saw an average of 1000 visitors including producers and traders. This exhibition was also attended by the President of Ethiopia, President of Oromia Regional state and Minister of Good Governance Civil Service of Ethiopia. For their participation, the Abdi Bori Womend Coop was awarded a certificate at the event.



*FLOCERT auditor, with the coop executive committee members*

### **Fair Trade Certification**

In the quarter, international Fair Trade Certificate auditor FLOCERT visited the Sheka Bee Product Development and Marketing Coop Union to observe the compliance of the union and its affiliated coops. AGP-AMDe provided Sheka Bee with technical support to improve their chances for Fair Trade certification. FLOCERT gave five cooperatives and the union good marks and eventually provided the certificate. Now the union is able to sale its product to Fare Trade Markets.

### **Capacity Building**

In the quarter, the program conducted SMFM training with the Kaffa Forest Honey FCU, woreda livestock agencies and DAs in the Keffa Zone in SNNPR. Thirteen Post Harvest Handling ToT trainers cascaded beekeeping related topics, such as honey quality control, record keeping, to beekeepers in the training. A total of 544 (180 women) participated in the trainings.





*Geshe Lelistu honey coop site*



*Bee forage seed and seedling production activity at Holeta Bee Research Center*

### **Honey Production**

The Zembaba FCU completed the installation of its processing machine and hot room. The FCU has already produced 1,200 kg of honey. The FCU uses the new machinery and equipment to process raw honey from member cooperatives. In the quarter, the program followed up and provided technical support to Geshe Lelistu, Dursitu Kobba, Mume Dema and Abdi Bori honey cooperatives in Illu Aba Bore and Jimma Zones in Oromia. Each cooperative is managing its site in a professional manner and has constructed a shelter for their hives. Some cooperatives have started harvesting honey and supplying it to the market.

### **Holeta Research Center**

In the quarter, the research center established 15 honey bee colonies in box hives and 16 in *chefeka* hives at Goleliben Farmers Research and Extension Group (FREG) site in Jimma Zone. The center also established 10 honey bee colonies in box hives and 12 *chefeka* hives at Wajitu FREG and Subba site in Illu Abu Bora Zone.

In addition, eight hive stands for 32 box hives and one dual purpose house were constructed at Ejersa Dano Gibe/Borodo watershed FREG site.

The center started multiplication of forage seeds and seedlings to alleviate future shortages of bee forage seeds and seedlings. The seedlings and seeds are expected to be distributed to FREGs in June.

### **Analysis of the Honey Value Chain**

- **Metal Barrels:** Honey exporters currently are challenged to locate bulk honey packing material like food graded metal barrels. Zembaba FCU is in its final steps to export honey but has no suitable containers. Beza Mar has the same problem.
- **Lack of Technology:** Beekeepers have bee absconding problems when they are transferring colonies from traditional beehives to modern beehives. This is mostly due to poor quality of box hives and inadequate training.
- **Local Honey Price:** Beekeepers sometimes find the local market more profitable than the export market. This stalls the creation of sustainable market linkages with exporters.

### **Opportunities**



- The government's support for the honey sector and increased natural resource conservation are creating favorable condition for beekeepers that will directly increase the production of honey and beeswax in the future.
- Honey consumption in the country is increasing and as a result domestic price of honey paid to the beekeeper is increasing.
- The number of established honey primary cooperatives is increasing improving the overall marketing prospects of the sector.

### Honey VC Key Events: January- March 2015

Date	Name of Event	Event Type	Location (city, Woreda, region/country)	Value Chain/Cross Cutting Area	Total	M	F	Name of AMDe Team Attending	Name of Partner Organizations
Jan I – March 31, 2015									
January 2, 2015	Honey and coffee exhibition	Exhibition	Sheraton (A.A)	Honey	1			Wondosson Tamirat	Wonchi Ecotourism and Honey Cooperative
January 2-4, 2014	Honey and coffee exhibition	Exhibition	Illu Ababaora (Metu)	Honey	2 Coops			Wondossen Tamirat	Sobo Tokuma and Abdi Bori
February 5-13/2015	SMFM Cascading Training.	Training	At different site of Decha and chena woreda of Addis Hotel Keffa zone	Honey	544	360	184	Getachew Asmare	Keffa Honey Marketing FCU, Keffa zone Department of Agriculture
Feb8-12, 2015	Gulf Food Trade Show	Trade show	Dubai	Honey and other agricultural products	Honey exports were 2	3		Assefa Amaldegn	DIMA honey processing and SNNP Farmers Federation

### Honey VC Partners and Interventions: January – March, 2015

Partners	Location (Woreda, Region)	Interventions during the quarter	Explain observed major results
Debre Nazerate	Endamohoni, Tigray	Assistance with purchasing & distribution of beekeeping equipment	Purchased and distributed to women beneficiaries
Hashenge Multi-purpose Union	Ofla, Tigray	Training and market linkages; Purchase of crude honey from primary coops.	Helped form market linkage with primary coops. and owned a piece of land for the construction of honey storage and processing
GerebWoyni Prim.Cooperative	Ofla, Tigray	Selling crude honey to the Hashenge union	Helped form market linkage with Hasenge union
Birhan Belay (Model Beekeeper)	Ofla, Tigray	Selling produced honey to COMEL honey processing plant	Helped form market linkage with honey processors
COMEL Pvt. Ltd.	Mekelle	Selling foundation sheet and beekeeping equipment	
Honey cooperatives	Bedelle Woreda, Illu Aba Bora Zone Oromia Region	SMFM training on leadership, marketing, business development and accounting for cooperative leaders	Coops. have improved record keeping, and some have purchased modern beehives based on new business plans

		ToT training on beekeeping, honey and beeswax extraction, quality improvement and modern beehives	The ToT trainees conducted cascade training to their respective cooperatives and quality of honey extraction improved to some level
		Grant transfer	All the 1025 cascade trainees selected were trained through the grant
Holeta Research Center	Wolmera Woreda, Holeta Town Oromia Region	Grant transfer	Training provided for 103 targeted beekeepers and some modern beehives were transferred to FRGs
Zenbaba FCU	Bahir Dar	Honey processing & marketing, capacity building, processing machine	
Regional and kebele level BOA and CPA	Bahir Dar, E & W Gojjam, N & S/Gondar and Awi Zones	Training & technical follow up	

### Honey VC Activity Tracker (Gantt Chart): January – March, 2015

Activity Description	Activity Indicator and Unit of Measure	Indicate the performance indicator the activity is contributing to		Q1			Q2			Q3			
			Annual Target		Achievement	%		Achievement	%		Achievement	%	Reason for Variance
				Quarter Target			Quarter Target			Quarter Target			
Market promotion and linkages													
Building on success of market linkages and facilitate sales agreements between sellers and buyers in identified domestic and international markets. This includes CIGs, Coops, FCUs, etc	Volume of sales, MT	3, 6, 7, 10, 12,	800	200	206	106	200	263.85	132	200	139	69.5	In some wordas the data was not available.
Multi-stakeholder meeting facilitated to share best practices and lessons learned and ensure B2B connections	# of MSPs	3, 7, 21	1	0	0			2		0	0		
Support key stakeholder participation in 4 domestic trade show	# of show	3,7,8									2		
Build the capacity and support organizations to participate in international trade shows (Zimbabwe, SIAL, Gulf Foods)	# of firms/coops supported	3, 7,8,	12	0	0		6	4	67	6	3	50	AGP-AMDe sponsored booth cost for more than 80 participants. Two honey traders and one AGP-AMD staff participated in Gulf Foods
New technologies and management practices													
Follow-up at all grantee sites (Bezza Mar, Tseday Mar, Rahi Honey, Zembaba FCU, Hashenge FCU, Kaffa Forest Honey FCU, Holeta Research Center)	# organizations assisted	1,2,3	6	5	5	100	5	5	100	6	6	100	
Capacity building													
Deliver TOT SMFM training to beekeeper trainers /leaders and new modern beehives TOT training	# lead farmers trained by TOT	3, 7, 8	180	40	20	50	160	155	97	40	38	95	

Cascade SMFM to beekeepers on the new modern beehives	# farmers trained by Cascading	3, 7, 8	5800	0	0		5800	4311	74	1800	544	30	SNNPR did not complete. Next quarter will complete.
Deliver SMFM management training (gender focused leadership, record keeping, business planning and marketing) to cooperative leaders and staff and new modern beehives	# PC leaders trained	3, 7, 8	160	15	15	100	40	25	63				
Capacitate research centers to provide embedded services such as training, demonstration, forage introduction, etc. to stakeholders	# of research centers		1	1	1	100	1	1	100	1	1	100	
Exposure visit for women honey producers and CIG members to see beekeeping best practice	# of visitors	3, 7, 8,	100	25	15	60	75	50	67				

# Wheat Value Chain

## Overview

As the availability of inputs and access to mechanized farming increases, AGP-AMDe focuses program efforts on strengthening private-public partnerships, capacity building in sustainable improved seed production, and technical support for the aggregation of wheat grain for processors. In addition, the program has made an increased effort to introduce and popularize new technologies for the smallholder farmers like portable, animal-drawn threshers. The overall strategy aims to stimulate FCUs, processors, and agribusinesses within the value chain to collaboratively and effectively respond to market signals and become more productive and competitive. Through a stronger value chain, Ethiopia will move towards the ability to source domestic wheat to meet its demand.

## Summary of Top Results

- AGP-AMDe partners sold 9600 MT of wheat at farm gate, valued at \$4,183,638 USD.
- In Tigray, two FCUs and four seed producer cooperatives purchased 220.20 MT of wheat with a value of \$42,588 USD.
- FCUs that received 56 wheat threshers through the AGP-AMDe grant program, threshed 1106.3 MT of wheat in the period. The new threshing abilities have benefitted 972 (102 women) smallholder farmers.
- Community receipt system (CRS) Technical support was provided for 8 PCs in Amhara region to collect 86.1 MT of wheat. With this community receipt system (CRS) 71 small holder farmers have benefitted.
- Provided Sale More For More (SMFM) cascading training for 1967 individuals.

## Key Activities and Success

### Technology Transfer



*Portable thresher popularization and demonstration in North Shoa, Amhara.*

In the quarter, AGP-AMDe organized an event to introduce portable, animal-drawn multipurpose wheat threshers in partnership with the Wodera FCU in two woredas of the Simien Shoa zone of Amhara. Through grant support, the program has provided 14 portable thresher machines to partners in the area. The threshers form part of the program's strategy to address grain threshing problems through adaptable technologies that reduce labor costs, decrease time spent threshing, and increase the quality of threshed wheat grain. A total of 698 smallholder farmers and partners (49 women) attended the thresher technology introduction field days in the two woredas.

### **Market Linkages**

In the quarter, AGP-AMDe facilitated market linkages between 11 FCUs in Oromia and Ambo MPFCU & EGTE for the future sale of 5100 MT of wheat. In Tigray, similar market linkage were facilitated between FCUs and four seed producer cooperatives, which purchased 220.2 MT of wheat. The program also provided market linkages technical assistance for seven FCUs in Amhara and one SNNPR FCU resulting in the aggregation of 4587.7 and 277.5 MT of wheat, respectively.

### **Business to Business (B2B)**

The program organized a B2B meeting in Ambo, Oromia, to facilitate business between Ambo Multipurpose FCU and six producer FCUs for the aggregation and supply of 970 MT of wheat and also to create a forum for the Ethiopian Millers Association (EMA) to supply wheat in the future. In the business meeting, there were representatives from the regional Oromia Cooperative Work Agency, EMA, West Shoa Zonal Agricultural & Cooperative Offices, ATA, as well as FCUs and primary cooperatives.

### **Seed Collection**

In Amhara, a total volume of 254.72 MT of wheat seed were collected from four seed producers to date. In SNNP, a total volume of 473.3 MT of wheat seeds were collected from the Edget Seed production and marketing union, which is support by the program. The union has produced a total of 473.3 MT of certified seed by members of seed producer PCs and individual farmers and collected 181.4 MT. The remaining seed is expected to be distributed traditionally through farmers.

### **Analysis of the Wheat**

The availability of newly released high productive seed varieties is make for an opportune time to improve the production and productivity of wheat. The introduction of new threshing technologies in selected FCUs through the cost-sharing grants program will allow farmers to reduce post-harvest losses and increase grain quality. Despite the efforts exerted by the government and other partners

including AGP-AMDe to achieve government targets, the wheat supply could not meet the demand. Every year, there is an estimated supply deficit of 25 to 30 percent, which is then filled with imported grain from other countries. Some of the key activities undertaken by AGP-AMDe to tackle the problem include strengthening seed cooperatives to fill the gap of seed shortage, reducing post-harvest losses, and creating sustainable market linkages.

## Challenges

The main challenges of the wheat industry include sluggish capacity building of partner FCUs and their PCs, weak integration among development practitioners and duplication of efforts, high demand and insufficient supply of wheat to processors, shortage of standard warehouses, and a lack of structured market linkages. Other constraints include high price fluctuation, which affects the wheat supply and unexpected rain at harvest affected the quality of the wheat grain.

## Wheat VC Key Events: January – March, 2015

Date	Name of Event	Event Types	Location	Total participants			Name of Partner Organizations
				Total	M	F	
02-03/02/2015	Wheat Thresher Field Day	Field day	Siyadebr and Moretna Jiru	698	649	49	Zone & Woreda Admins, Wedera FCU and Member PCs, Agri offices, Debreberhan ARC, Cooperative Offices, Debreberhan University SHFs, DAs,
19/2/2015	Market linkage of wheat producer FCUs with EGTE, Ambo flour factory	B2B	Ambo	27	25	3	FCUs, ATA, EMA, Woreda and zone cooperative and MoA Offices,
19-20/3/15	GO-NGO Forum		Nekemte	140			MOFED

## Wheat VC Upcoming Events: April – June, 2015

Date	Name of Event	Location	Organizing body
			Responsible staff
April and May, 2015	New technology intervention seed	Debreberhan, Dejen, Burie	Fentahun, Zewdu, Getahun
April and May, 2015	Seed cleaning and package support	Dejen and Burie	Fentahun
April and June 2015	Follow up of CRS wheat purchase	Womberma and Debre-Eelias	Fentahun
April and June 2015	Wheat Market linkage and agreement	Debreberhan, Debremarkos, Burie, Bahir Dar and Dejen	Fentahun
April 20, 2015	Market linkage of Galema, Agarfa Kajawa S/Mando with Lume Adama	Adama	Desalegn, Girma, Zewdu
6-7/5/2015	MSP Work shop	Shashemene	Desalegn, Girma, Zewdu
May 2015	SMFM management training	Worabe	Amhayesus W/Michael
June 2015	Multi stake holder platform meeting	Butajira	Amhayesus W/Michael, Zewdu Yilma, Girma Bekele

### Wheat VC Partners and Interventions: January – March, 2015

Partners	Location (Woreda, Region)	Interventions during the quarter	Explain observed major results
ATA	Addis Ababa	Established Wheat Alliance	Work in close integration
Bokra FCU	Enda-Mehoni/Tigray	Link with ESE	Sold 170.94 qu./17.094MT seed
Hashenge FCU	Ofla/Tigray	Link with ESE	Sold 30.88 qu./3.088 MT seed
Ethiopia Seed Enterprise	Mekelle/Tigray	Link with seed coop and FCU	Purchase 935.37 qu./93.537 MT
Fereweyni Gogolo seed cooperative	Ofla	Link with ESE	Sold 109 qu./10.9MT seed
Raya Wakana FCU	Dodola, West Arsi Zone,	Market Linkage and seed Multiplication	Linked with big buyer
Sekomendo FCU	Robe, Bale Zone	seed Multiplication	improved seed production
Galema FCU	Bekoji, Limu Bilbilo Arsi Zone	Market Linkage	Linked with big buyer
Agarfa Kajewa FCU	Ali, Bale zone	Market linkage	Linked with big buyer
Ambo MPFCU	Ambo, West Shoa	Market linkage	on process to Link with big sellers
Erer FCU	Bishoftu, East Shoa	portable thresher support	Linked with big buyer
Lume Adama	Modjo, East Shewa	Market linkage	Linked with big sellers
Haragu FCU	kombolcha, H/G/ Wollega	Market linkage	Linked with big buyer
Liben FCU	Woliso, S.W. shoa	Market Linkage and seed multiplication	Linked with big buyer
Chefe Buluk	Shambou,H/G/ Wollega	Market linkage	Linked with big buyer
Melka awasha	Awash, S.W. shoa	Market linkage	Linked with big buyer
Gedeb Asasa	Asasa, W.Arsi zone	Market linkage	Linked with big buyer
Melik & Edget FCUs and their member PCs	Gurage and Silte Zone	Using PHH grading equipment in their operation area	2 FCUs and 6 PC used grading equipment during purchase of wheat seed and grain
Melik FCU and its member PC	Silte zone	Providing threshing service by using Portable thresher given by AGP-AMDe	Threshing service was given to 508 SHFs and threshed 398.6 MT wheat
Melik FCU, its member PC	Silte Zone	Wheat marketing	220 MT of wheat aggregated from the SHFs by the union and its member PCs
Melik & Edget FCUs and their member primary cooperative	Gurage and Silte Zone	Using PHH grading equipment in their operation	2 FCUs and 6 PC used grading equipment during purchase of wheat seed and grain
Edget FCU		Technical support on Wheat seed multiplication	181.4 MT of wheat seed collected from seed producer farmers



### Wheat VC Activity Tracker (Gantt Chart): January – March, 2015

Ac t. #	Activity Description	Indicator and Unit	Y 4 Targe t	Q1			Q2			Q3			Cumulative		Remark	
				Target	Achieved		Target	Achieved		Target	Achieve d	Target	Achiev ed			
					No	%		No	%		No	%		No	%	
I	Market promotion and linkages															
1.1	Organize 4 discussion and market negotiation forums 1 in each region between Producer FCUs and Buyers/ Processors for the sale of 12,000 MT (Amh= 4000; Oro= 6000; SNNP=1000 and Tig= 1000)	12,000 MT Sales/ Purchase Facilitated	12,000	1200	2,449		2000	1,644.80	82%	8250	9,600.72		11,450.00	13,695	114.1%	There was more effort in the market linkage so achieved more than expected
1.2	Support CIGs to aggregate and market through training (leadership, marketing, BDS etc.,)	# CIGs supported	7				4	4	100%	2	1		4	5	71.4%	The process will continue
2	New technologies and management practices															
2.1	Organize experience sharing tour for FCUs and Private operators across the regions to learn best practices in the WVC	# of participants attended	21							0				0		This has to be replanned considering the time
2.2	Provide Technical Support to seed producer coops and private operators to introduce new varieties and promote direct retail of seed	# of seed producer coops and private seed growers supported	11	4	4	100	6	6	100%	1	6		10	16	145.5%	
2.3	Conduct Farmers Field day on wheat seed	# farmers field day conducted	4				4	4	100%				4	4	100.0%	Conducted in the cropping season

	Multiplication cum popularization intervention															
2.4	Follow-up and Technical support on seed multiplication, SMFM leadership, management TOTs and cascading trainings,	# FCUs/seed producer coops/ CRS users/ etc. received TA/support	20				17	17	100%	0			17	17	85 %	The process will continue in the next period
2.5	Technical support and follow up of the utilization of the technical efficiency and performance of the grant supported threshers,	# FCUs/ received TA/support s	4				4	3	75%	2	1		4	4	100 %	The technical support will continue in the coming periods also
2.6	Wheat thresher service provided to small holder farmers and other organizations	# SHFs and Organizations						36		0	1206			1,242		1206 (57 female) Total volume 1106.3 Mt wheat processed
<b>3</b>	<b>Capacity building</b>															
3.1	Facilitate Multi-stakeholder meeting (MSPs) once a year in each region to update stakeholders on wheat industry issues (5 X 40 participants )	# MSP meetings facilitated	4							1	1					The process will continue in the next periods
3.2	Support regional Marketing Agencies in improving their existing MIS through providing material and MIS training (in data collection, transmission, dissemination and analysis )	# MIS improved	4							0	1		3	1		The process will continue in the next periods
3.3	Grant Support to Edget Seed producer FCU	2,500 Mt Seed Storage Built on	1				1	0		0						Detailed reasons on the progress will be provided

		Cost Share Basis														by the grant team
3.4	Conduct ToTs in SMFM business training module delivered (negotiation, pricing, promotion, creating linkages, relationship management, etc.) to be cascaded to FCU and business operators	# trainers trained	460	100			200	149	75%	100	0		60	149	32.4 %	The target includes PHH ToTs too
3.5	Conduct/cascade SMFM agricultural PHH, input training to farmer trainers /lead farmers (only when necessary)		5400				1350	1252	93%	4365	1967		1350	3,219	59.6 %	The cascading training will continue
3.6	Facilitate the proper handover and distribution of grading equipment procured for partner FCUs in kind grant	# FCUs & PCs	13				13	21	162%				13	21	161.5 %	Addressed/supported more number of PCs.

# Maize Value Chain

## Overview

AGP AMDe maize activities are focused on production and market linkages that can positively influence smallholder farmers' production and income. In production, Advanced Maize Seed Adoption program (AMSAP) demonstrates two Pioneer hybrid maize varieties. AMSAP is a public private partnership between a private company from USA and government of Ethiopia (GOE). In addition, new hybrid maize varieties from the Ethiopian Bako Research Institute is being popularized in 2015. In market linkages, supply of quality maize through farmers' cooperative unions to WFP for P4P program has been piloted as business to business (B2B) linkages for the last three years. The marketing operation undertaken by number of farmers' cooperative unions has proved their need for basic negotiation skills, business plan preparation and confidence to seek for international market business.

The commercialization of better quality maize has created the opportunity to export and the request of lifting the export ban has become a hot issue for policy makers. However, the high price of white maize in local markets is challenging the competitiveness of the product in regional markets. Increasing the productivity and lowering the local market price remains the strategy for the maize value chain. The maize commodity functions under a non-structured market, and prices are rising and falling now and then. Usually, the windfall advantages outweigh the role of market functions.

## Key Results and Success

- AGP-AMDe partners sold 11,714 MT of maize at farm gate worth \$2,936,011 USD.
- Held three regional AMSAP reorientation workshops and provided 180 ToT trainers with knowledge and tools on good agricultural practice. These trainers will cascade the training down to farmers through the Sale More For More (SMFM) program.
- Smallholder farmers representing 207 primary cooperatives and 14 FCUs have agreed to supply 16,800 MT of white maize to the World Food Program.
- The program recorded BH-661 hybrid maize yields from 34 demo plots in the three target regions. The highest yield was 110 quintals per ha and the lowest yield was 56 quintals per ha. Average yield increases ranged from 265 percent over non-hybrid and to 81 percent over BH-660 hybrid maize (Table 6). These results are expected to attract seed companies to begin multiplying certified BH-661.

## Key Activities and Successes

### Training

In the quarter, AGP-AMDe provided AMSAP practical training for 3193 farmers, development agents and experts (153 women) in the Amhara, Oromia and SNNPR regions. Over 90% of the trainees were smallholder farmers trained and coached by ToT trainers.

The program completed the AMSAP re-orientation workshops and ToT for good agricultural practice for 2015 in the three Maize VC regions. A total of 132 farmers (8 women) participated in the training. The aim of the reorientation workshop is to introduce the third year AMSAP program and to scale up AMSAP from 16 to 23 woredas. The training brings the total number of AMSAP participants to 2018 woredas, federal and regional level partners.

The program also carried out the third year AMSAP Seed Dealers training in the three regions. A total of 25 participants, including dealers, AMSAP field personnel and district input workers, were provided with training on seed marketing in the Maize VC.

The program's ToT strategy continues to reach more and more smallholder farmers. A total of 180 trainers from the three target regions were trained on AMSAP ToT in the quarter

The third year AMSAP Sale More For More (SMFM) commenced in the last week of March. the SMFM training was provided to 273 farmers and 11 DAs in the Amhara region. SMFM training will continue in the next quarter.

### **AMSAP Maize Demonstrations**

The program scaled up the number of woredas for AMSAP demonstrations from 16 to 19, and the number of lead farmers per woreda increased to 263 for AMSAP demonstrations in 2015. AGP-AMDe recorded an increase in hybrid maize yield averages of two percent in the 16 demonstration woredas from Oromia, Amhara and SNNPR. Of the total, nine woredas increased their yields by five percent, five woredas recorded the same results as 2013, and two woredas recorded smaller yields than 2013, mostly due to bad weather, poor management and stress. By 2015 crop year, 5000 lead farmers and 3019 field day participant farmers are expected to influence maize farmers to make requests for the new seed variety.

In the quarter, the program began seed distribution for the third year AMSAP new Pioneer hybrid maize seed demonstrations on lead farmer plots. Distribution began in the 19 AMSAP woredas in the three regions for the 5,000 selected lead farmers. The third year plan includes 171 villages, 19 focal persons and 540 development agents. The cost of hybrid maize seed under distribution is estimated to be \$66,875 USD.

### **BH-66I Hybrid Maize Popularization by Private Seed Enterprises:**

In Amhara, the BH-66I hybrid maize popularization has created demand among farmers. Last season, 7,583 (415 women) smallholder farmers purchased the new hybrid maize seed and cultivated over 2,744.5 ha of land to harvest 190,712.75 quintals of grain maize.

Due to positive results, four private seed companies and one state seed agency are interested in starting a certified BH-66I seed multiplication business to supply smallholder farmers. This year the companies have cultivated 502.25 ha of land and prepared to supply over 13,000 quintals of certified BH-66I maize seed for some 162,810 farmers. This amount of seed could cover an estimated 54,280 ha of maize cultivation.

Among 34 lead farmers, 19 farmers yield was over 7 ton/ha and the other 15 experienced yields in the range of 5 to 6.9 ton/ha. This is a very significant change in maize value chain operations. Out of the 34 demo plot results, two are cultivated by the government run Farmers Training Centers (FTC). The yield of both FTCs is more than 10 ton/ha, and the highest yield is from smallholder farmer plot 11.6 ton/ha.

Table 6: BH-66I hybrid maize yield performance against BH-660 and non-hybrid maize (ton/ha)

Woreda	Average yield (ton/ha)			BH-66I yield performance (%)	
	Non hybrid	BH-660 hybrid	BH-66I hybrid	Over non hybrid maize	Over BH-660 hybrid
Chenna	2.2	4.60	6.90	213.64	50.00
Basketto SPW	2.2	4.50	10.30	368.18	128.89
South Bench	2.2	3.50	7.00	218.18	100.00
Gedeb	2.2	4.00	6.50	195.45	62.50
Konta SPW	2.2	5.00	9.50	331.82	90.00
Wondo Genet	2.2	4.50	8.00	263.64	77.78
<b>Average</b>	<b>2.2</b>	<b>4.43</b>	<b>8.03</b>	<b>265.00</b>	<b>81.26</b>

### WFP Maize Purchase and Delivery

This upcoming season, 14 FCUs representing 207 PCs have agreed to supply 16,800 MT of white maize to the World Food Program. In the quarter, partners sold 104 percent of the committed quantity and aggregation is in progress to supply as fast as possible. In the quarter, six FCUs from Oromia and SNNPR already supplied 2,660 MT, or 16 percent of the commitment.

### Analysis

Technology transfer efforts have resulted in an increased demand for hybrid maize varieties. If the supply of improved seed is punctual, farmers will cultivate more and increase the nation's maize supply to reach beyond just local market absorption. An increased supply open new market opportunities in East Africa. Improved seed availability and timely supply are essential for success. In Amhara, the private seed companies support the supply of BH-66I in order to have enough certified seed within two years. Popularizing hybrid maize seed technology on lead farmer plots simultaneously with private seed companies has emerged as perhaps the fastest way to defuse new seed varieties to the users.

Low production and productivity continues as the main reason for high maize prices. These prices are a challenge for farmers who want to compete in regional markets. Increasing maize yields and lowering the local selling price may still be the best strategy to penetrate regional markets and possibly create opportunities for FCUs to export. For now the evidence shows that increasing yields is the most influencing factor that will increase maize farmers' income.

### Maize VC Key Events: January – March, 2015

Date	Name of Event	Location	# of participants	AMDe Team Attending	Name of Partner Organizations
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Amhara							
20/03/15	AMSAP Regional level workshop	Woreta	M 59	F 4	Total 63	Sahle Derbew ,Ato Yohannes ,Tadele	AGP ,USAID ,DU PONT Pioneer ,RCPA,BOA, Regional Quarantine ,Zonal and woreda Agricultural Offices
22/03/15	Agricultural Practices and pest mgmt. TOT	Dangila	51	23	74	Sahle Derbew	AGP ,USAID ,DU PONT Pioneer ,RCPA,BOA, Regional Quarantine ,Zonal and woreda Agricultural Offices
27-28 /3/15	Agricultural Practices and pest mgmt. Cascading trainings for Dangila woreda beneficiary farmers	Dangila – Zuria ,Gisa Sahira and Gult kebeles	267	6	273	Sahle Derbew	DU PONT Pioneer , Woreda Agricultural office and targeted farmers
17-18/1/15	PHH-Cascading training by Merkeb FCU	Debubawi Hamisit PC	49	11	60		Merkeb FCU with its PC
26/02/15	PHH-Cascading training by Merkeb FCU	Fikre -Selam PC	55	5	60		Merkeb FCU with its PC
	Total (I)						
Oromia							
11/03/15	AMSAP Regional Stakeholders Reorientation Workshop	Jimma	40	1	41		Pioneer MNC,
25/03/15	AMSAP Maize Agronomy ToT	Jimma	15	3	18		Pioneer MNC, Gomma and Chora Agri Offices
26/03/15	AMSAP Maize Agronomy ToT	Jimma	36	7	43		Pioneer MNC, T. Kutaye, B. Boshe, W. Tuka, G.Gidda, Digga Agri Office
	Total (II)		91	11	102		
SNNPR							
16 & 18/1/15	PHH equipment Orientation	SNNPR/Jinka & Tercha	4	0	4		South Omo & Oysa Dawro FCU
26-30/1/15	PHH cascading training	Debub Ari	260	260	520		South Omo
5-9/1/15	PHH cascading training	Tercha	339	181	520		Oysa dawro FCU
10/3/15	AMSAP reorientation worksop	Jimma	26	2	28		Benchmaji, Keffa,Gurage Zone & Yem Sp.woreda Agri & ccop offices
25/3/15	AMSAP ToT training	Jimma	43	2	45		Yem spw, Enemore, Decha,Chenna & Sheh bench Agri offices
	Total (III)		672	445	1117		

### Maize VC Upcoming Events: April – June, 2015

Date	Name of Event	Location	Organizing body	
			Responsible staff	Contact address
April 6-10,2015	AMSAP cascading training	Decha,Chena & Sheh Bench	Alemayehu/Simayehu	0913363323/0911732688

April 13-17,2015	AMSAP cascading training	Yem & Enemore	Alemayehu/Simayehu	0913363323/0911732688
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### Maize VC Partners and Interventions: January – March, 2015

Partners	Location (Woreda, Region)	Interventions during the quarter	Explain observed major results
<b>Amhara</b>			
Merkeb FCU	Amhara region at Bahirda	Grain maize purchasing	Purchasing of Quality of grain maize on time and competitive marketing and scaling up the trainings for the same & other commodity on PHH
Admas FCU	Injibara town	Grain maize purchasing	Purchasing of Quality of grain maize on time and competitive marketing
Damot FCU	Bure town	Grain maize purchasing and utilization of quality equipment	Purchasing of Quality of grain maize on time and competitive marketing and applying the quality of equipment, scaling up the trainings like PHH.
Gozamen FCU	Debre Markos	Grain maize purchasing	Purchasing of Quality of grain maize on time and competitive marketing
AMSAP Woreda Demo	S/Achefer ,Alefa ,Guangua ,Womberma,Bure-Zuria and Jabitehinan	Yield collection on AMSAP Beneficiaries	Yield has increased on both hybrid maize varieties namely Shone up to 98 qt per Ha and Limu up to 110 qt per Ha.
Yimam Tesema	Womberma	Interring in to BH-66I Seed multiplication business	Yield increased 33.75 Qt /Ha and has produced 1620 Qt of certified seed from 48 ha of farm land
Bayih General plc	Bure –Zuria	Interring in to BH-66I Seed multiplication business	Yield increased 20.40 Qt /Ha and has produced 342 Qt of certified seed from 16.75 ha of farm land
Avallo RD Plc	Ankesha	Interring in to BH-66I Seed multiplication business	Yield increased 32.19 Qt /Ha and has produced 643 Qt of certified seed from 20 ha of farm land
Nile ssse	Womberma	Interring in to BH-66I Seed multiplication business	Yield increased 35.32 Qt /Ha and has produced 4009.32 Qt of certified seed from 113.5 ha of farm land
<b>Oromia</b>			
Limu Inaria FCU	Limmu Sekka	P4P WFP	The FCU under the contract with WFP to supply grain maize
Gibe Dhidhessa FCU	Nekemte	P4P WFP	The FCU under the contract with WFP to supply grain maize
Ambo FCU	Ambo	P4P WFP	The FCU under the contract with WFP to supply grain maize
Bore Bako FCU	Bakko	P4P WFP	The FCU under the contract with WFP to supply grain maize
HaRaGu FCU	Gudru	P4P WFP	The FCU under the contract with WFP to supply grain maize
Liben FCU	Weliso	P4P WFP	The FCU under the contract with WFP to supply grain maize
Gomma WAO	Gomma	AMSAP	Limu and shone hybrid maize variety demo at farmer's plot
Chora WAO	Chora	AMSAP	Limu and shone hybrid maize variety demo at farmer's plot
T. Kutaye WAO	T. Kutaye	AMSAP	Limu and shone hybrid maize variety demo at farmer's plot
B. Boshe WAO	B.Boshe	AMSAP	Limu and shone hybrid maize variety demo at farmer's plot
Digga WAO	Digga	AMSAP	Limu and shone hybrid maize variety demo at farmer's plot
W. Tuka,	W. Tukka	AMSAP	Limu and shone hybrid maize variety demo at farmer's plot
G.Gidda	G. Gidda	AMSAP	Limu and shone hybrid maize variety demo at farmer's plot
Pioneer MNC	AA	AMSAP	Limu and shone hybrid maize variety demo at farmer's plot

SNNPR			
Sidama Elto union	SNNPR/Hawassa	P4P maize purchase , Warehouse construction	The construction of warehouse is at the last stage & 520Mt of white maize is already delivered to WFP out of 1800Mt, the process of delivering is ongoing.
Admas Union	SNNPR/Wolkite	P4P maize purchase	720Mt of white maize is already delivered out of 1800Mt & the delivering process is ongoing.
Oysa Dawro union	SNNPR/Tercha	P4P maize purchase , PHH cascading training	140Mt is purchased out of 150Mt & other cleaning and re-bagging process is ongoing. By cascading PHH training 181 women and 339 men trained.
South Omo Union	SNNPR/Jinka	P4P maize purchase , PHH cascading training	370Mt was purchased out of 500Mt to deliver to WFP , through cascading PHH training 260 women and 260 men farmers trained
Sidama Elto union	SNNPR/Hawassa	P4P maize purchase , Warehouse construction	The construction of warehouse is at the last stage & 520Mt of white maize is already delivered to WFP out of 1800Mt, the process of delivering is ongoing.

### Maize VC Activity Tracker (Gantt Chart): January – March, 2015

No	Activity Description	Activity Indicator and Unit of Measure	Amara Q3			Oromia Q3			SNNPR Q3			Total Q3		
			Target	Achieved		Target	Achieved		Target	Achieved		Target	Achieved	
				Number	%		Number	%		Number	%		Number	%
1	Market promotion and linkages													
1.1	Facilitate and follow up forward purchasing contracts and delivery to WFP using CBE financing under P4P	16,800 MT maize purchased /sold	4	4	100	6	6	100	4	4	100	12	14	117
1.2	Link FCUs to domestic private sector buyers, including poultry feed	# of discussion and negotiation forum	4	4	100	6	6	100	4	4	100	12	14	117
2	New technologies and management practices													

2.1	Improve capacity of ARCs working in maize improved seed production through provision of seed lab equipment	# research centers	1	0	0	1	0	0	1	0	0	4	0	0
2.2	Technical support on Scale up of BH- 66I hybrid maize seed popularization for private hybrid maize seed multipliers	# of private seed companies and # technical assistance visits	3	5	167	3	0	0	3	0	0	9	5	56
2.3	Promote improved varieties of maize hybrid seed in partnership with DuPont Pioneer through provision of training for 112 extension workers and development agents, 3,200 small holder farmers and 112 maize seed dealers.	# trainees	1841	1841	100	1841	1841	100	1315	1315	100	5000	4997	100
2.4	Follow up and monitor AMSAP demonstration plots, seed distribution to lead farmers, field days, yield estimation and harvest from demo sites.	# lead farmers monitored	1841	1841	100	1841	1841	100	1315	1315	100	5000	4997	100
2.5	Hybrid BH-66I supplied by private companies to benefit farmers in commercial maize production	Quantity (BH-66I) seed (MT)										2160	0	0
2.6	Support and Market Linkages and technical assistance to farmers producing maize	700MT Seed Distributed	11.50625		0								0	
3 Capacity Building														

3.1	Deliver SMFM (PHH & Input) 70% done	# farmers trained by TOT										1440 0	0	0
3.2	Commercial and input storage capacity increased through cost- share investments in strategic locations	increase in capacity - MT	20,000	0	0	5000	5000	100	10000		0	3500 0	5000	14
3.3	Capacity building for ESE and RSEs (to train approximately 40 trainees)	# trainees										7	0	0
3.4	Conduct M4 assessment	# of assessed firms/coo ps	4	4	100	6	6	100	4	4	100	14	14	100
3.5	Regional grain market center experience sharing visit under taken	# visits organized	1	0	0	1	1	100	0	0		2	1	50
3.6	Support MIS by providing IT training for marketing experts.	# trainees	10		0	10	0	0	10		0	30	0	0
4.1	Output financing for WFP maize supply business facilitated.	# FCUs	4	4	100	6	6	100	4	4	100	14		

## Input Supply

### Overview

AGP-AMDe objectives are aligned with the commercialization of agricultural inputs. The role of these inputs such as fertilizers, crop protection products and improved seeds are crucial in enhancing agricultural productivity. However, the supply and utilization of agricultural inputs by small scale farmers in Ethiopia is minimal. In recognition of gaps in input usage, AGP-AMDe has considered soil fertility analysis, fertilizer technologies (blended and urea briquettes) demonstration, multiplication of seeds of improved crop varieties and enhancing agricultural input marketing as activity focus areas towards achieving project objectives. AGP-AMDe carries out agricultural input activities in AGP woredas in the four target regions.

### Summary of Top Results

- A total of 274 (71 women) participants attended a farmer field day on blended fertilizer and urea supper granules demonstration for improved wheat varieties in Oromia Region.
- Blended fertilizer trials show that NPSB+K (or All+K) has an average yield advantage over NPSB and DAP (conventional fertilizer). The average yield advantage ranged from 162 kg in Tigray to 404kg in Oromia when used on wheat crops.
- Urea demonstrations conducted in three regions—Amhara, Oromia, SNNPR—revealed that the urea briquette (urea supper granules) produce an average of 689 kg (9 percent), 1642 kg (23 percent) and 1400kg (17 percent) yield advantage over the small urea granules in the respective regions
- A total of 19,437 quintals of certified seed of the wheat/*kekeba* variety was produced from an initial 1015 quintals in the four regions. The average seed productivity is 26qt/ha. The quantity of seed produced will cover 12,958 hectares of land to produce 518,317 quintals of wheat

### Key Activities and Successes

#### Blended Fertilizer and Urea Trials and Demonstrations

The program conducted blended fertilizer demonstrations on improved varieties of wheat in the four target regions. All demonstrations indicated that NPSB+K (or All+K) has an average yield advantage over NPSB and DAP (conventional fertilizer). The average yield advantage ranged from 162 kg in Tigray to 404kg in Oromia. The program conducted similar blended fertilizer trials on improved sesame varieties of Humera I and Setit I in Tigray. The results showed that NPSB+K (or All+K) has an average yield advantage of 50kg and 140kg over the NPSB treatment and DAP respectively.

The demo results both on wheat and sesame crops have showed the importance of potassium and the need to consider potassium (K) in our blending formula. Previous soil analyses show that there was enough potassium in most areas of the four regions, but demo results reveal a deficiency for the crops growing in these areas. There is a need for further research to correlate the soil analysis and demo results on potassium availability.

#### Urea Briquette Demonstrations

Urea demonstrations conducted in three regions—Amhara, Oromia, SNNPR—revealed that the urea briquette (urea supper granules) produce an average of 689 kg (9 percent), 1642 kg (23 percent) and 1400kg (17 percent) yield advantage over the small urea granules in the respective regions (Table 7).

Table 7: Summary and Average Yield Results of Fertilizer Demonstration on Wheat, Sesame and Maize

Wheat Blended Fertilizer Demo Result									
No	Region	# of sites	Average yield (kg/ha)			Yield D/ce (kg and %)		Yield D/ce (kg and %)	
			T1	T2	T3				
			NPSKBZ	NPSBZ	DAP	T1-T2	T1-T3		
1	Amhara	6	4468	4306	4023	162	4%	445	10%
2	Oromia	18	4529	4125	3664	404	9%	865	19%
3	Tigray	9	3620	3320	2930	300	8%	690	19%
4	SNNPR	12	5500	5100	4000	400	7%	1500	27%
Sesame Blended Fertilizer Demo Result									
1	Tigray	6	497	447	357	50	10%	140	28%
Maize USG Fertilizer Demo Result									
No	Region	# of sites	T1	T2	T3	T4	T2-T3		
			NPS&AS briquettes	NPS & USG	NPS & Urea	DAP & Urea	(kg)	%	
1	Amhara	58	8389	7706	7017	5200	689	9%	
2	Oromia	6		7071	5429		1642	23%	
3	SNNPR	40		8200	6800		1400	17%	
Wheat USG Fertilizer Demo Result									
1	Oromia	18		4227.5	3752.5		475	11%	

### Seed Multiplication Program

A total of 19,437 quintals of certified seed of the wheat/*kekeba* variety was produced from an initial 1015 quintals in the four regions. The average seed productivity is 26qt/ha. The quantity of seed produced will cover 12,958 hectares of land to produce 518,317 quintals of wheat in the four regions by the next production season and at least 20 percent of the produce is estimated to be used as certified seed C2.

A total of 1021.5 quintals of certified the chickpea/*arerti* variety was produced from an initial 90 quintals of kabuli type *arerti* seed, by the Biftu Seed Producer Cooperative in Oromia. Seed productivity is an average of 14qt/ha.

A total of 1204 quintal of improved sesame seed was produced from an initial 25 quintals of Humera I and Setit I basic seed in the Amhara and Tigray Regions. The new seed will cover about 24,082 hectares of land and produce 96,328 quintals of sesame and become a major source of improved sesame seed varieties for the next year (Table 8).

The Oromia Region Agricultural and Pastoral Development Offices purchased 97qt of Humera I seed from the Humera Research Center thanks to AGP-AMDe linkages. The seed will be planted over 2000

hectares and is expected to produce more than 8000qt of seed, which will cover Oromia's sesame seed requirement next year.

The SNNPR Agricultural Office purchased 50qt of Humera I seed and 50qt of Setit I from the Humera Research Center and the Ethiopian Seed Enterprise. The seed will cover an estimated 8000 hectares and cover SNNPR's next year sesame seed requirement.

Table 8: Year to date seed multiplication performance of wheat, chickpea and sesame by region.

No	Region	# of Coop /private Org	crop and variety	Granted seed (Qt)	# of beneficiary		Total Area (ha)	Total yield (Qt)	Qt/ha	M. Factor (yield /seed)
					M	F				
1	Oromia	2	Wheat /kekeba	150	57	9	98.5	3055.5	31.02	20
2	Amhara	4	Wheat /kekeba	300	392	24	244	5814	23.83	19
3	Tigray	4	Wheat /kekeba	300	348	129	208.75	5834.4	27.95	19
4	SNNPR	5	Wheat /kekeba	300	218	23	200	4733	23.67	16
Total/Average 15				1050	1015	185	751.25	19436.9	25.87	19
1	Oromia	1	Chickpea /Arerti	90	49	2	74.08	1021.5	14	11
Total/Average 1				90	49	2	74.08	1021.5	14	11
1	Amhara	2	Sesame (HI/SI)	12.5	32	0	299	598	2.6	47.8
2	Tigray	4	Sesame (HI/SI)	12.5	72	11	250	606.1	2.4	48.5
Total/Average 6				25	104	11	549	1204.1	2.51	48.2

### Maize: BH 661

Demand for the BH 661 maize variety has increased significantly due to promotional and popularization activities during previous cropping seasons in Amhara Region. Based on the demand, AGP-AMDe supported seed suppliers to access the basic seeds and parental lines from the Ethiopian Seed Enterprise and research institutions needed to satisfy farmer demand.

Five private seed companies and one public seed enterprise produced 13,815qt of certified seed in the season. The produced seed will cover about 55,261 hectares of land and produce and estimated 3,315,660qt of maize grain in the coming season (Table 9).

Table 9: BH 661 Hybrid Maize Seed Multiplication Yield Result in Amhara Region

No	Name of organization	Woreda	Basic seed (qt)	Area (ha)	Actual production* (qt)	Yield (qt/ha)	# of farmers to benefit
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1	Avallo RD Plc	Ankesha & BureZuria	5	20	643.8	32.19	7200
2	Yimam Tessema SSE	Womberma (BurAfere)	13	48	1620	33.75	18720
3	Nile SSS	Womberma (Yergin)	28.375	113.5	4009.32	35.32	40860
4	Bayih SSE	Bure-Zuiria	4.2	16.75	342	20.4	6,030
5	ASE	Metekel	75	300	7200	24	90,000
<b>Totals</b>			<b>125.58</b>	<b>498.25</b>	<b>13815.12</b>	<b>145.66</b>	<b>162810</b>

In Tigray, the program carried out maize seed popularization activities using BH 545QPM and MHQ 138 varieties last year, which created high demand for hybrid maize seed varieties among farmers from Tigray. In the quarter, five private farms, with the support of Regional office of the Ethiopian Seed Enterprise and the Agricultural Bureau, are producing BH 545 hybrid yellow maize seed on 12 hectares. They have completed detasseling for the seed crop, and the crop stand is at early dough stage. Farmers expect estimated yields to address the seed demands of some 3000 maize growing farmers in Tigray (Table 10).

Table 10: BH 545 Hybrid Seed Multiplication in Tigray

No	Woreda	Farm	Variety	Area (ha)
1	Raya Azebo	Gasha Reda Mechanized Farm	BHQPY-545	5
2	Raya Azebo	Sumur Agricultural Development Farm	BHQPY-545	1
3	Raya Azebo	Safron Agricultural Development Farm	BHQPY-545	1
4	Raya Azebo	Yohanos Agricultural Development Farm	BHQPY-545	5
<b>Total</b>				<b>12</b>

### Demonstration Results Data Collection

- Collected wheat blended fertilizer demonstration results from 45 demo sites in the four regions and carried out preliminary analysis on yield data.
- Collected and analyzed sesame demonstration (blended fertilizer) results from six sites in Tigray.
- Collected and carried out preliminary analysis on maize urea briquette demonstration results from 64 demo sites in Amhara and Oromia.
- Collected wheat urea briquette demonstration results collected from 18 demo sites in Oromia and carried out preliminary analysis on yield data.

### Seed Multiplication Data Collection

Collected data related to wheat, chickpea and sesame seed production from 22 partner organizations in the four regions and carried out subsequent impact and sustainability analyses.



### Source Data Document Collection

Collected source documents for demonstration results from all demo sites in the four regions to ensure data traceability. Collected data source documents for the produced seed from all partner organizations in the four regions and filed for future reference. This will ensure data traceability for future interests.

Follow up actions	Responsible person	Due date	Partner or client
Wheat and chickpea Seed Multiplication Yield Data Collection in Amhara and Oromia Regions.	Shemsu Baissa and Melaku Tefera	April 1 to 25, 2015	Seed grantees in the two regions
Chickpea Demonstration Data Collection in Amhara and Oromia Regions.	Shemsu Baissa and Melaku Tefera	April 1 to 25, 2015	Woreda Agricultural Offices
Seed Marketing support and follow up in the four Value Chain Crops	All Regional Team and National Coordinator	April to June, 2015	RAB, RARCs, RSE, private firms, FCUs
Basic seed market linkage for newly released improved varieties of the four Value Chain Crops	All Regional Team and National Coordinator	April to June, 2015	ESE, RARCs, RSE NARI
Follow up distribution and technical support of grant seed lab equipment for 11 Research Institution and Centers	All Regional Team and National Coordinator	April to June 2015	NARI and RARI

### Challenges

**Wheat/Rust:** Wheat seed multiplication yields are low at Wirtu-Kechema PC in the Dodola Woreda due to a rust disease epidemic. As a result, the PC's average productivity of wheat was 20 quintals per hectare, below the expected yield.

**Chickpea/Root Rot:** Chickpea seed multiplication yields were low at the Biftu PC in the Lume Woreda due to root rot disease, which is caused by the Fusarium bacteria. As a result, the average productivity of chickpea in the PC was 14 quintals per hectare below the expected yield.

**Excess Rain Fall:** Sesame and wheat yields and seed quality were affected significantly by the excess rainfall in the main rainy season and the late rains in November and December in the major sesame producing Tigray and Amhara Regions.

**Low Temperatures:** Farmers saw stagnant seedling development in hybrid maize seed multiplication fields due to low temperatures for extended periods of time, roughly two months, at Raya Azebo in Tigray. The crop stand of the multiplication sites is weak hence the productivity will be less than expected.

**Maize Lethal Necrosis:** This viral disease affected seed multiplication sites in Rift Valley, Awash and Wollega areas, though the effect on yield was not very significant, it requires serious attention for future maize production at early stages of seed generation.

### Input Supply Key Events: January - March, 2015

Name of Event	Date	Event Type	Location (city, woreda, region)	Value Chain/Cross Cutting Area	Total	M	F	Name of Partner Organizations
Farmers' Field day on Fertilizer Demonstration and Utilization	January 2014	Field day	Dembel FTC	wheat/inputs	274	203	71	Gasera Woreda Agri office and AGP coordination office

### Input Supply Partners and Interventions: January to March, 2015

Partners	Location (Woreda, Region)	Interventions during the quarter	Explain observed major results
Gasera Woreda Agri. office and AGP coordination office	Gasera , Oromia	Co-organizing the field day Fertilizer demo result data collection	Farmers field day on wheat fertilizer demo was organized and accordingly 274 (71 women) people attended the event learn and observe new technologies and best practices. Farmers observed the blended fertilizer, USG and its deep placement impact on wheat crop yield. And as a result is able to create demand for both technologies (USG and Blended Fertilizer with K) by farmers.
Agarfa Agri Office	Agarfa, Oromia	Input demo data collection	Demo result of blended fertilizer and Urea Briquette was collected
Agarfa FCU	Agarfa, Oromia	Wheat seed multiplication	Kekeba improved wheat variety seed is multiplied through the seed grant that was supported by AGP AMDe project
Wirtu Kechema PC	Dodola, Oromia	Wheat seed multiplication	Kekeba improved wheat variety seed is multiplied through the seed grant that was supported by AGP AMDe project
Biftu PC	Lume, Oromia	Chickpea seed multiplication	Arerti improved chickpea variety seed is multiplied through the seed grant that was supported by AGP AMDe project
SNNPRS BoA	SNNPRS -Hawassa	Discussion on sesame seed supply	Interest created to purchase the basic seed
Regional AGP-PCU	SNNPRS -Hawassa	Discussion on the results of blended fertilizer	Awareness created on blended fertilizer & others, collaboration strengthened
South Seed Enterprise	Hawassa-SNNPRS	Discussion on sesame seed supply	Interest created to purchase the basic seed
Garage zone Agr.Dep	Wolkite-SNNPRS	Support given on data collection from demo sites	Well understood the importance of blended fertilizer, from the soil analysis results understood what thier soil deficient .Knowledge on fertilizer briquette is increased

Silte zone Agr.Dep.	Worabe-SNNPRS	Support given on data collection from demo sites	Well understood the importance of blended fertilizer, from the soil analysis results understood what their soil deficient. Knowledge on farmers based seed production.
Kafa zone Agr.Dep.	Bonga-SNNPRS	Support given on data collection from demo sites	Very happy with introduced maize BH 66 I var.The farmers showed interest to use the var.for coming crop season.
AGP woredas	SNNPRS	Support given on data collection from demo sites	Well understood the importance of blended fertilizer & briquette fertilizer, Farmers showed interest to use the newly introduced maize var.
EDGET FCU	Butajira-SNNPRS	Support given on data collection for seed production	Very happy with the support given
BoA	Amhara Region, Bahir Dar	Provided blended fertilizer popularization demonstration formula on selected VCs maize, wheat, and chickpea crops	Popularization demos conducted and benefited large number of farmers
BoA	Amhara Region, Bahir Dar	Provided support on identifying sources for improved varieties; popularization and seed multiplication of HY varieties of all VCs	High demand for HYV created due to adoption
Ethiopian Seed Enterprise	National and branches offices	Source and supplier of basic and certified seed, of VC crops	Use of improved seed increased as a result yield and income of farmers increased
Agricultural Research Institute	National and regional	Generate knowledge and technology (HYV of VC crops)	Technology available to farmers and extension staff
AISC	National and branches offices	Main fertilizer supplier, distributed blended fertilizer for the first time NPS this year	Provided blended fertilizer input to farmers at woreda and kebeles
CPA	Amhara Region, Bahir Dar	Capacity development through trainings, Organization and management support to farmers and community based organizations	Increased efficiencies in input distribution and marketing
Woreda and Kebele office of Agriculture	woredas and kebeles for all value chain crops	Support FCUs/PCs, private , public and farmers on blended fertilizer and improved seed introduction and use	Provide technical support and backstopping to farmers; improved skills in agro-input use
FCUs/PCs	Woredas and kebeles	Involve in input supply and marketing; seed multiplication, distribution and marketing as well as product processing and marketing	Efficient input distribution and marketing and use by farmers; increased income and generated employment.

Bureau of Agriculture	Tigray	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Tigray Research Institute	Tigray	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
AGP	Woreda	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Ethiopian Seed Enterprise (ESE)	Tigray	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Southern zone administration office	Zone	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Southern zone agricultural corridor	Zone	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Woredas Administration	Woreda	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Woredas agricultural office	Woreda	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Alamata Research Center	Raya Alamata Woreda	Fertilizer demo, seed multiplication, maize hybrid popularization and field day	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Bokra FCU	Endamehoni Woreda	Fertilizer demo, seed multiplication	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Hashenge FCU	Ofla Woreda	Fertilizer demo, seed multiplication	Remarkable yield in maize hybrid, seed multiplication and fertilizer demos.
Firiat Gogolo Seed Producer coop	Ofla Woreda	seed multiplication and technical support	Obtained a remarkable yield result
Firiat Haya Seed Producer coop	Endamehoni Woreda	seed multiplication and technical support	Obtained a remarkable yield result
Kokob Seed Producer coop	Endamehoni Woreda	seed multiplication and technical support	Obtained a remarkable yield result
Aba Gerima Seed Producer coop	Ofla Woreda	seed multiplication and technical support	Obtained a remarkable yield result

Gasha Reda Lemma mechanized farm	Raya Azebo Woreda	Popularization of high yielding maize hybrid variety and hybrid maize seed multiplication	Remarkable yield in maize hybrid
Gebru Integrated Irrigation Farm	Raya Alamata Woreda	Popularization of high yielding maize hybrid variety and hybrid maize seed multiplication	Remarkable yield in maize hybrid
Sumur Agricultural Development Farm	Raya Azebo Woreda	Popularization of high yielding maize hybrid variety and hybrid maize seed multiplication	Remarkable yield in maize hybrid
Alamata Agro-processing	Raya Alamata Woreda	Popularization of high yielding maize hybrid variety and hybrid maize seed multiplication	Remarkable yield in maize hybrid
Safron Agricultural Development Farm	Raya Azebo Woreda	Hybrid maize seed multiplication	Best seedling performance
Humera Research Center	Kafta Humera Woreda	Non-shattering variety	Identified and approved introduced new sesame variety as a partial non-shattering variety.
Dansha Aurora FCU	Tsegede Woreda	Fertilizer demo, seed multiplication	Good performance and crop stand at dev stage for seed multiplication and fertilizer demos.
Setit Humera FCU	Kafta Humera Woreda	Fertilizer demo, seed multiplication	Good performance and crop stand at dev stage for seed multiplication and fertilizer demos.
Desta Berhe mechanized farm	Kafta Humera Woreda	seed multiplication and training	Remarkable yield result
Rawian Seed Producer coop	Kafta Humera Woreda	seed multiplication and training	Remarkable yield result
Walta Seed Producer coop	Kafta Humera Woreda	seed multiplication and training	Remarkable yield result
Hadinet Seed Producer coop	Tsegede Woreda	seed multiplication and training	
Egrimitcal Seed Producer coop	Tsegede Woreda	seed multiplication and training	



### Input Supply Activity Tracker (Gantt Chart): January – March 2015

No.	Activity Description	Indicator and Unit	Y4 Target	This Quarter, Jan – Mar 2015			Cumulative up to this Quarter			Reason for Variance
				Target	Achieved		Target	Achieved		
					Number	%		Number	%	
I	Market Promotion and Linkages									
I.01	Attend the annual AFSTA 2015 Congress to be held in Zimbabwe (3-5 March 2015)	# participants	5	0						
I.02	Conduct field days to promote improved quality seed varieties	# of participants	7,900				7,900	5,716	72%	
I.03	Test marketing of quality seed through distribution of small packs to coops and commercial farms, direct marketing and farm services	# of quintals distributed	2,600	2600						
I.04	Supporting the Cooperative Input Business Program through improvement in demand estimation, logistics planning, pricing structure ,sale ,delivery of inputs and <b>training</b> focusing on non-blending FCUs already assessed	# of FCUs supported	5	2	0	0%	5	0	0%	
I.05	Initiation of input business linkages between FCU-blending units with PCSs, direct seed company marketing outlets and pilot marketing programs under ATA, ISSD II and Farm Service Centers (FSC)	# of FCUs supported	10	4	4	100%	10	4	40%	
I.06	Study tour for selected FCA, MoA, RBoAs and FCU staff to India to see cooperative input marketing systems for agricultural inputs	# of participants	9	9						
I.07	Strengthen the supply of fertilizer blends and USG in areas where demonstrations were conducted last year and promote blends and USG in areas where blending units are established through omission trials and USG demos for VC selected crops and agro ecologies	# of hectares under improved technologies	140	70	0	0%	70	29.7	42%	Unavailability of different fertilizer blends
I.08	National workshop held to communicate demonstration results for seed and fertilizer	# of workshop	1	0						
I.09	Support AISE on ingredient procurement	# of Institutions	1	0						

II	New Technologies and Management Practices									
2.01	Basic seed source identification from research institutions and seed enterprises for all VC crops	# of institutions	19	9	3	33%	19	12	63%	
2.02	Study tour to seed unit and seed quality and research laboratory at University of Agricultural Sciences - Dharwad, India	# of participants	9	0			9	0	0%	Replaced with study visit to Bangladesh and Vietnam to be conducted in Q4
2.03	Seed multiplication intervention in private, public and FCUs in four VC crops (Maize, wheat, sesame and chickpea)	# of hectares	205,000	105,000	38000	36%	105000	40483	39%	Final hectare coverage will be reported after final harvest & processing
2.04	Scaling up and yield potential of commercial hybrid maize, wheat, sesame, and chickpea varieties demonstrated for local hybrids using blended fertilizer, top-dressing and fertilizer deep placement	# of seed demonstrations	170	0						
2.06	Provide technical assistance to FCUs, PCs and commercial agribusiness service providers in areas with fertilizer blending plants	# of trainees	25	0						
2.07	Develop MIS system through customizing AMITSA with Ministry of Agriculture, establishment of MIS / communication system for 5 FCUs, providing SMS capabilities –AM De communication with farmers in collaboration with DANYA and Support Ministry of Agriculture on ICT for agricultural information	MIS system developed	6	1	0	0%				
2.08	FCU staff, DAs, and lead farmers trained on the correct application of Blended fertilizers and consequences of wrong application of Blended fertilizers	# of trainees	420	0						
2.11	Utilize Decision Support Systems to develop a predictive tool to forecast yields for the VC crops on usage of specific Blended fertilizers application rates, based on soil and agro-climatic information	# of DSS	1	0						
2.12	Develop blended fertilizer extension package for targeted VCs to enhance blended fertilizers adoption	# of packages distributed	14	0						
2.15	Support the fertilizer blended project (FCUs, MOA & ATA) through provision of training on: Blend quality control, Ingredient selection and segregation Liquid and powder coating	# of trainees	50	0						



III	Capacity Building									
3.01	Technical training provided for seed laboratory and agency technical staff in seed quality control (zone and region)	# of seed lab and regional technical staff trained	28	28						
3.04	International training in Agricultural Market Information Systems and ICT Platforms for Business Management Across the Value Chain	# of trainees	5	5						
3.06	Agri-input ToT and cascading training	# of trainees	16,470	0	35			1,222		

# COMPONENT II: IMPROVING ACCESS TO AGRICULTURAL FINANCE

## Overview

The Access to Finance component of the program aims to address the systemic constraints in financing through the following strategies:

- Create strong and lasting linkages between agricultural and financial sector actors to secure working capital and investment loan facility.
- Improve financial management capacity of agricultural actors
- Promote the expansion of leasing services leveraging the USAID DCA program
- Phase in the Community Receipt System successfully piloted in Amhara

## Summary of Top Results

- Disbursed rural loans worth \$20,458,616 USD to 25 partners in the sesame, maize, coffee and wheat value chains.
- Provided after-training coaching to six Savings and Credit Cooperatives (SACCO) and 18 primary SACCOs in SNNPR and Tigray. Coaching focuses on saving, loans, human resource development, governance and membership.
- In Amhara, SACCOs have mobilized 4,250,998 birr in savings through members and disbursed 6,556,814 birr in loans to 692 members.
- Expanded and implemented the Community Receipt System in nine additional PCs.

## Key Activities and Successes

### Technical Assistance

AGP-AMDe supports FCUs in preparing loan application packages. In the period, the program assisted partners to submit working capital loan applications worth 1,896,254,901 birr to government and private banks. So far, a total of 1,133,793,994 birr has been approved and a total of 879,551,004 birr have been disbursed by government and private banks (Table 11). In SNNPR, the program provided technical support to two P4P maize purchasing FCUs, South omo and Oysa Dawro, to access a working capital loan, and in Amhara, the program supported 11 FCUs for the same type of loan.

Table 11: Loans approved and disbursed according to region in 2015.

Region/VC	Sum of Loan Amount Applied	Sum of Loan Approved (ETB)	Sum of Disbursed Amount	Use rate
Addis	60,000,000.00			

Chickpea	60,000,000.00			
Amhara	411,000,000.00	218,000,000.00	165,000,000.00	76%
Honey				
	3,000,000.00	3,000,000.00		
Maize	65,000,000.00	20,000,000.00	10,000,000.00	
Sesame	303,000,000.00	185,000,000.00	150,000,000.00	
Wheat	40,000,000.00	10,000,000.00	5,000,000.00	
Oromia	308,000,000.00	166,776,772.00	165,743,992.00	99%
Chickpea	80,000,000.00	60,000,000.00	60,000,000.00	
Coffee	102,500,000.00	60,973,000.00	59,940,220.00	
Maize	74,500,000.00	35,303,772.00	35,303,772.00	
Wheat	51,000,000.00	10,500,000.00	10,500,000.00	
SNNPR	558,793,901.57	502,464,714.00	302,254,504.00	60%
Coffee	393,883,901.57	352,000,000.00	212,000,000.00	
Maize	28,910,000.00	14,464,714.00	14,254,504.00	
Sesame	120,000,000.00	120,000,000.00	60,000,000.00	
Wheat	16,000,000.00	16,000,000.00	16,000,000.00	
Tigray	558,461,000.00	246,552,508.00	246,552,508.00	100%
Sesame	541,000,000.00	237,552,508.00	237,552,508.00	
Wheat	17,461,000.00	9,000,000.00	9,000,000.00	
<b>Grand Total</b>	<b>1,896,254,901.57</b>	<b>1,133,793,994.00</b>	<b>879,551,004.00</b>	<b>78%</b>

### Community Receipt System (CRS)

After a successful CRS pilot program in Wemberema and Debre-Elias Woredas, AGP-AMDe expanded CRS to nine PCs in Amhara. The PCs are Genet, Guay, Burafer, Burafer, Gofichima, Dejiba, Debre-Elias, Wogedad and Zobint, all members of Damot and Gozamen FCUs. Eight of the nine PCs grow wheat. In the period, the PCs already collected 860.81 quintals of wheat from 71 farmers (Table 12).

Table 12: Wheat collected by PCs participating in CRS

FCUs	PCs	# of Farmers	Wheat Collected (qt)
Damot	Burafer	15	286.86
	Shindi	4	93.6
	Wogedad		
	Zobint	4	28.5
	<b>Subtotal</b>	<b>23</b>	<b>408.96</b>
Gozamin	Genet	22	136.65
	Dejiba	8	23.11
	Debre Elias	2	31.89
	Gofichima	12	230

	Guaye	4	30.2
	<b>Subtotal</b>	<b>48</b>	<b>451.85</b>
<b>Total</b>		<b>71</b>	<b>860.81</b>

To facilitate CRS implementation, the Cooperative Promotion Agency (CPA) and FCUs have assigned focal persons at regional, zonal, woreda and FCU levels. Focal persons are responsible to create awareness in the community and PCs and provide technical support. The PC management committee and the woreda cooperative promotion offices have created CRS awareness for 5,111 farmers.

### **Savings and Credit Cooperatives (SACCO)**

In the quarter, AGP-AMDe provided coaching and technical support to 45 Savings and Credit Cooperatives (SACCO). The SACCOs have mobilized 4,250,998 birr in savings through their members and disbursed loans worth 6,556,814 birr for 692 members. In addition, the SACCOs have added a total of 342 (198 women) farmers as new members. In Amhara, the Ediget Lerobit SACCO has tried to develop and provide new financial products, and started providing credit insurance, thereby collecting 52,085 birr in premiums from 62 members.

### **Analysis**

The major problems in access to finance for smallholder farmers come from both the supply and demand side. Demand side: The FCUs are institutionally weak and do not have the skilled manpower to prepare bankable business plans, project and analyze their cash flow, or update their internal bylaws. They also have issues with communicating professionally with commercial banks. Supply side: The banks enjoy the high demand for loans, which gives them the privilege of prioritizing lending. Since they often see agriculture as a risky and unpredictable business, they see FCU loans as not bankable and unreliable. Today, there is not one FCU partnering with AGP-AMDe that is incapable of developing a business plan and preparing the necessary documentation to apply for bank loan. Due to the trainings and the coaching services provided by AGP-AMDe, most of our partners accessed a bank loan for the first time in their history. The banks perception and hasty generalization about the bankability of FCUs i.e. their ability to administer, utilize and repay bank the loan is changing and FCUs are treated on a case-by-case basis. Even relatively smaller and weaker FCUs are getting bank loans, thanks to AGP-AMDe support. The number of banks interested in lending to FCUs is also rising.

### **Challenges**

Despite progress, there is a lack of proactive and strategic thinking and action from FCU staff, especially managers on improving their businesses. Even though a complete-packaged training was given on the most important topics like planning ahead and per the harvesting cycle of each commodity, financial management, business plan development for working capital loan, output marketing plan and analysis, pricing strategy, the FCU managers have a hard time building on the new knowledge and skills. Many just go back to their routines and it is business as usual. Most of them could not develop their business plan and apply for bank loan on time and go to the bank at the last minute. The training's goal is to enable FCU staff to strategically lead their businesses on their own, yet AGP-AMDe staff still has to remind and assist them to prepare the business plan, other necessary documents, take them to the bank to apply and follow up the process.

There are delays in audit service and report submission to FCUs from the respective cooperatives promotion offices especially in SNNPR and Oromia, creating a huge impediment on the loan application and approval process. Getting bank loans on time is challenged by the occurrence of long overdue, nonperforming loans from CBE and MFIs with FCUs like Merkeb, South Omo and Oyssa Dawro. Some of these loans are more than 30 years old and some are taken by member primary cooperatives of the unions as opposed to the unions themselves which makes it difficult to gather adequate evidence to convince the current leadership to pay them back.

## Access to Finance Gantt Chart and Activity Tracker: January to March, 2015

No	Activity Description	Indicator and Unit	Y4 Target	Q 1 - July - Sept. 2014			Q 2 - Oct - Dec. 2014			Q 3 - Jan - Mar 2015			Cumulative - July 2014 - Mar. 2015		Reason for Variance	
				Target	Achieved		Target	Achieved		Target	Achieved		Target	Achieved		
					Number	%		Number	%		Number	%			Number	%
<b>1</b>	<b>Market promotion and linkages</b>															
1.1	Conduct national workshop on lesson learned and ways forward between VC actors and financial institutions	No of participants	59	59	0	0%	0	0	0	0	0	0	59	0	0%	It is done on one-on-one basis so no need to conduct a workshop
1.2	Link VC actors with financial institutions to access output financing and project loans	Amount of loan disbursed in million USD	42	3	0	0%	20	26.03	130%	19	20.45	108%	42	46.48	111%	
1.3	Conduct promotional workshop on DCA/ leasing/ product to banks, private firms and FCUs	No participants	24	0	0	0	24	0	0%	0	0	0%	24	0	0%	Need consultation with USAID
1.4	Stakeholders consultation Workshop aimed at bringing actors together on CRS	# of participants	63	63	0	0%	0	0	0	0	0	0%	63	0	0%	The CRS scale up to the other regions is overtaken by ATA
<b>2</b>	<b>New Technologies and management practices</b>															
2.1	Support FCUs and private leasing operators in accessing the DCA program from the participant banks	No of firms supported	10							6	6	100%	6	6	100%	

2.2	Follow up with Kifya on the implementation of access to finance and savings through mobile technology in rural areas	No of follow-up meeting and field visits	12	3	3	100%	3	1	33%	3	0	0%	9	4	44%	Kifiya is re-purposing the project due to difficulty in implementation
2.3	CRS Program Launching and supervision of the work flow	# PCs where the program is launched	20	0	0	0	20	5	25%	0	0	0%	20	5	25%	The CRS scale up to the other regions is overtaken by ATA, so the achievement is only for Amhara
2.4	Connecting portfolio and pipeline businesses to new technologies and management practices: Our potential investments in a bees wax and sesame company will introduce new technology to the company enabling them to add value and increase export prices on wax and processed sesame.	# of companies	2	1		0%	1	0	0%	0	0	0%	2	0	0%	
3	<b>Capacity Building</b>												0	0		
3.1	International Benchmarking trip on cooperative and rural financing															
3.2	Conduct trainings for FCU staff on business plan development, planning, marketing and pricing strategies	No of participants	132	132	130	98%	0	0	0	0	0	0%	132	130	98%	
3.3	Conduct trainings to SACCO staff and RCA experts on business management, financial management, risk management	No of participants	122	122	36	30%	0	87	0	0	0	0%	122	123	101%	

3.4	Conduct 4 trainings to SACCO accountants and cashiers on peach tree accounting software	No of participants	28	0	0	0%	28	0	0%	0	0	0%	28	0	0%	due to budget shortfall new way of delivering the training is being considered
3.5	Delivering training and awareness creation campaign on CRS	# of training & campaign attendants	4,072	4,072	7	0%	0	0	0	0	0	0%	4072	7	0%	CRS is overtaken by ATA in all regions except Amhara
3.6	Private Equity Training: This activity will be conducted on an individual/company basis during the investment facilitation process.	# of companies coached	3	1	0	0%	1	0	0%	1	0	0%	3	0	0%	
4	<b>Access to Finance</b>															
4.1	Provide coaching service to FCUs, PCs and private firms on business plan development, record keeping, financial statement /auditing preparation and planning	No of MSMEs assisted	51	51	16	31%	51	17	33%	18	2	11%	120	35	29%	Only Amhara does coaching in Q3
4.2	Follow up with VC actors who are in the process of securing loans	No of MSMEs assisted	51							24	24	100%	24	24	100%	
4.3	Assist SACCOs to conduct grassroots level training and campaign for members and potential members	No of campaigns	90	0	0	0%	30	0	0%	30	12	40%	60	12	20%	Lack of funding
4.4	Provide financial support to targeted SACCOs to refurbish their offices in to rural bank structure	No of SACCO offices refurbished	14	0	0	0%	0	0	0%	14	1	7%	14	1	7%	The plan was subject to grant money and few are postponed to next quarter



4.5	Provide technical assistance through coaching to SACCOs to expand their outreach and services to value chain actors	No of SACCOS assisted	45	30	0	0%	45	2	4%	45	7	16%	75	9	12%	
4.6	Experience sharing visit on best practice of SACCO performance	No of visitors	90	0	0	0%	90	84	93%	0	0	#DIV /0!	90	84	93%	Oromia didn't conduct b/c budget not approved
4.7	Evaluation workshop of the ongoing CRS pilot project	# of participants	44	44	31	70%	0	0	#DIV /0!	0	0	#DIV /0!	44	31	70%	Some participants from government office couldn't attend the workshop because of emergency work
4.8	Field Visit for selection of CRS scale up	# of FCUs and PCs Visited	24	24	0	0%	0	5	#DIV /0!	0	0	#DIV /0!	24	5	21%	CRS is overtaken by ATA in all regions except Amhara
4.9	Facilitation in order for availing warehouse space, staff, printed materials and equipment for CRS participating FCUs and PCs	# of field Visits	12	12	0	0%	0	1	#DIV /0!	0	1	#DIV /0!	12	2	17%	CRS is overtaken by ATA in all regions except Amhara
4.10	Sourcing, Assessing and Preparing SMEs for investment. These are the main activities done by the AMDe PE teams. We anticipate moving three companies through this process in the coming year.	# number of CIMs (investment analysis reports) prepared	3	1		0%	1	0	0%	0	0	#DIV /0!	0	0	#DIV /0!	

4.1 I	Convening, preparing and connecting investors to SMEs. Each month the AMDe PE Team has meetings with investors in the U.S. We will also be hosting them in Addis and introducing them to companies.	# of investor trips hosted in Ethiopia	2	1		0%	0	0	#DIV /0!	1	0	0%	2	0	0%	
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# COMPONENT III: IMPROVING AGRIBUSINESS ENABLING ENVIRONMENT

## Overview

The goal of the enabling environment component is to increase competitiveness through the following actions: increased private sector participation; reduction of output market distortions; improved access to agricultural finance and promotion of investments; increased efficiencies in transportation and logistics; strengthened institutional structure for policy review and implementation; and greater public and private sector engagement in relevant value chain policy reviews.

The critical first step in policy change in Ethiopia is changing the mindset of major stakeholders in the policy making matrix. The government does not welcome outside intrusion into determining policy, yet is strongly interested in international experience relevant to Ethiopia's conditions. Through informal individual consultations and major conferences, AGP-AMDe has been successful in providing the basis for key policy issues.

## Summary of Key Results

AGP-AMDe efforts for this quarter were focused on completing ten papers on agricultural price policy, finalizing the gathering of data and information for domestic transport cost analysis, and organizing a study tour to Bangladesh and Vietnam for the Ministry of Agriculture and Regional Bureau of Agriculture Senior Officials for benchmarking international best practices in improving the regulatory environment for the seed system in Ethiopia.

## Key Activities and Successes

### Price Policy for Cereals including Wheat Subsidies and Cereal Export Bans

The first step in impacting price policy is to prepare a paper that contributes new ideas to the discussion of cereal price policies. The entry points are the current export bans on some cereals, imports, and subsidies for wheat. This paper is in response to requests from the government for a comprehensive analysis and set of policy recommendations.

In this quarter AGP-AMDe reviewed and finalized price policy papers that were presented at *Agricultural Price Policy in the Context of Rapid Growth in Ethiopia Forum* held in June 2014. The final version of these papers including overarching conclusions is annexed to this report.

### Domestic Transport Cost Analysis

Addressing transportation and logistical bottlenecks is essential for improving the competitiveness of the six value chains. The efficiency of transport and logistics is an important part of determining the farmers' bottom line. AGP-AMDe plans to complete a domestic transport cost analysis and develop interventions for improvement and continues doing field work to this end.

In the quarter, AGP-AMDe identified weak links in the chain of marketing, storage and processing for each of the six commodities. The initial assessment of fieldwork findings suggests that cooperatives are disadvantaged by regulation and suffer from constraining corporate policy and logistics.

The interpretation and implementation of government rules varies from place to place. The restrictions that set loading and unloading rates, force primary cooperatives (PCs) to source their products from certain markets, and ban FCU trucks from undertaking non-coop business are counterproductive and stifle innovation and entrepreneurship.

Other examples of counterproductive regulation include the government organisation of PC labourers for loading and unloading trucks and setting wage rates. In one woreda, the local administration has prohibited a PC from hiring out its warehouse to generate extra income. In another, the administration requires the PC to buy from its members on the local market rather than allowing members to sell to the PC at the PC warehouse. In this over-regimented environment, coop management tends not to invest in export possibilities. One FCU has been uncertain whether government would allow it to export maize in a glut year but has not even tried to find out. Opportunities are thus missed and coop profitability rarely achieves its potential.

FCUs instinctively want to own trucks. No analysis exists to show whether this is a more efficient solution compared to renting trucks as needed. Data collected suggests that FCUs' capacity use of their fleets is lower than that of the private sector, possibly because FCUs' logistics staff have no personal stake in the trucks' profitability, as well as because FCU management limits the options for trucking productivity through bans on the rental of spare capacity to outsiders. Separately, bad roads to some PCs raise trucking costs; floodable roads mean that PC crops can be 'trapped' for several months in the warehouse. Poor-quality PC warehousing is not so important if storage periods there are brief, but delays in collection often occur adding in shrinkage and deterioration of the commodity. This is particularly true for chickpea, which quickly succumbs to weevils. Limited warehousing capacity (at either FCU or PC) can severely limit the share of the local harvest that flows through the coop system, as do slow flows of credit for crop purchases and payments for crops purchased, from FCU to PC.

FCU logisticians tend to have crops trucked from the PC warehouses to the FCU warehouse and then try to market them, whereas private traders may find a market ahead of time and then save costs by trucking directly from the village to the urban destination. Warehouse managers tend not to use systematic, well-stocked stock rotation systems or tracking and tracing for inventory management. Larger FCU warehouses would benefit from mechanisation, currently absent.

All coops dealing in coffee and sesame experience long, costly and unjustifiable queues at ECX warehouses. Despite the queues and other inefficiencies, ECX provides a clear, domestic marketing structure for exportable commodities. In the quarter, the program finalized the collection of data and information for the domestic transport cost analysis. The analytical work will be completed in next quarter.

### **Support the Evolving Seed Regulatory Framework**

In the fiscal year, AGP-AMDe has worked on an international comparative analysis of the new seed law with international best practices for private sector engagement in the seed sector. The comparative analysis report makes a number of recommendations for improving the private seed

sector in Ethiopia. One of the key recommendations is for Ethiopian policy makers to focus efforts on introducing best practices to allow the private seed sector to develop by easing barriers to introduction of new seed varieties while continuing to support the development of public seed systems.

Bangladesh, India, and Turkey are the countries identified by the AGP-AMDe comparative analysis that had weak seed industry a few decades ago and have successfully transformed their seed sector by introducing policies that favor private seed sector development without interrupting the development of the public seed sector.

Based on the recommendations of the study, AGP-AMDe has proposed a Ministry of Agriculture study tour for benchmarking international best practice in improving the enabling environment for Ethiopia's private seed sector. A team of Ethiopian policymakers would visit Bangladesh and Vietnam to learn how these countries successfully transformed their respective seed industry. The study tour has been postponed due to conflict of agenda and is scheduled to take place next quarter.

### **ECX Warehouse System Policy**

AGP-AMDe worked with ECX on the necessary steps to divest warehouse operations from ECX, the first step for the evolution of a warehousing and grading regulatory system that supports the growth of third party warehousing and grading services in addition to those of ECX. As part of this effort, AGP-AMDe organized a study tour to South Africa and Colombia for ECX board members and management for benchmarking international warehouse best practices to inform the separation of ECX warehouse system from that of ECX trading platform.

Based on lessons learned from the warehouse trip to South Africa and Colombia, a committee comprised of MoT and ECX developed a regulation to establish a new Warehouse Public Enterprise. The Committee submitted the draft regulation to the Minister of Trade for review, and the regulation was passed by the Council of Ministers last quarter. The implementation of the separation of the ECX warehouse from that of the ECX trading system will begin once the regulation is officially gazetted.

# COMPONENT IV: GRANTS TO STIMULATE INNOVATION AND INVESTMENT

## Overview

The Innovation Fund facilitates investments among a broad range of competitiveness-enhancing activities focusing on innovative approaches and technologies. The project identifies strategic leverage entry points in each value chain and collaborating partners for innovative grant interventions. Emphasis is put on initiating and delivery of foundation grants as smart matching funds to establish a strong base for investments and sustainability.

The innovative activities funded by AGP-AMDe grants will lead to the expansion of service networks and increased value addition to create demand and improved service delivery for farmers, which will result in access to new resources, information and markets and lead to the adoption of new technologies and increased income. It will also lead to changes in processes and mindsets of project partners with built in components for sustainability of the initiatives beyond funding periods.

## Summary of Top Results

### Grants Awarded

In the period, six new grants worth \$92,585 USD were awarded. To date, AGP-AMDe has awarded 297 grants and contracts totaling \$12,354,119 USD, of which \$8,085,831 USD (65%), has been disbursed. An additional \$1,627,076 USD in grants and contracts are in the process of approval. The total grant awarded will attract approximately \$14,367,672 USD matching contribution by grantees and third party partners (Table 13).

In the quarter five of the six grants representing \$50,920 were awarded to input supply beneficiaries, and one grant worth \$41,665 USD was awarded to a beneficiary in the Honey Value Chain (Table 14).

Table 13: Innovation Grants Awarded By Region in Q3 2015.

Region	# of Grants Awarded To-date	Amount Awarded, To-date (USD)	# of Grants Awarded, This Quarter	Amount Awarded, This Quarter (USD)
Amhara	66	2,425,532	1	10,184
Tigray	47	2,122,961	1	10,184
SNNPR	58	2,061,036	1	10,184
Oromia	112	5,284,342	3	62,033
Addis	14	460,248	0	0
<b>Total</b>	<b>297</b>	<b>\$12,354,119</b>	<b>6</b>	<b>\$92,585</b>

Table 14: Innovation Grants Awarded By Value Chain, USD

Value Chain	# of Grants Awarded To-date	Amount Awarded, To-date (USD)	# of Grants Awarded, This Quarter	Amount Awarded, This Quarter (USD)
Sesame	41	2,997,296	0	0

<b>Coffee</b>	48	2,174,036	0	0
<b>Chickpea</b>	36	1,242,814	0	0
<b>Maize</b>	63	1,331,261	0	0
<b>Wheat</b>	60	1,282,811	0	0
<b>Honey</b>	35	823,210	1	41,665
<b>Finance</b>	3	461,905	0	0
<b>Inputs (Fertilizer Blending)</b>	11	2,040,786	5	50,920
<b>Total</b>	<b>297</b>	<b>\$12,354,119</b>	<b>6</b>	<b>\$92,585</b>

### Summary of Partner Capital Investments (leveraged investment)

Value Chain	Major Partner and Project Investment	Total Partner and Project Investment cost	Total Capital Investment Completed - Type	Total Capital Investment Completed- Value	Leveraged Partner Investment Completed	
					To-date	This Quarter
Sesame	4 warehouses (5000 MT)	\$2,294,639	4 warehouses	2,294,639	688,392	0
	5 sesame processing plants	\$2,021,000	5 processing plants	1,675,000	\$994,883	\$817,105
	<b>Sesame Total</b>	<b>\$4,315,639</b>		<b>\$3,969,639</b>	<b>\$1,683,275</b>	<b>\$817,105</b>
Coffee	10 washing stations & equipment	\$1,685,236	In progress	0	0	0
	1 hulling station & equipment	\$293,679	1 hulling equipment delivered	\$75,749	\$28,795	\$28,795
	45 coffee pulpers & drying beds	\$172,703	45 coffee pulpers & drying beds	\$111,888	\$60,815	\$60,815
	4 ECX Labs furnished with lab equipment	\$110,036	4 ECX Labs furnished with lab equipment	\$110,036	0	0
	<b>Coffee Total</b>	<b>\$2,261,654</b>		<b>\$297,673</b>	<b>\$89,610</b>	<b>\$89,610</b>
Chickpea	1 warehouse (5000 MT)	\$478,378	1 warehouse (5000 MT)	\$478,378	\$239,189	\$239,189
	3 tractors & implements	\$572,577	2 tractors & implements	\$155,153	\$78,422	0
	1 value addition processing plant (Guts)	\$784,993	1 value addition processing plant (Guts)	\$784,993	\$718,582	0
	1 seed cleaning & packing machine	\$32,000	In progress	0	0	0
	1 chickpea processing & packing plant with color sorter (AgroProm)	\$408,381	1 chickpea processing & packing plant with color sorter (AgroProm)	\$408,381	\$250,631	\$250,631
	2 small-scale chickpea processing mills and mill house	\$110,940	In progress	0	0	0
	<b>Chickpea Total</b>	<b>\$2,387,269</b>	<b>\$0</b>	<b>\$1,826,905</b>	<b>\$1,286,824</b>	<b>\$489,820</b>
Maize	7 maize warehouses (six 5000MT, one 2500MT)	\$2,896,774	2 maize warehouses (5000MT)	\$904,481.12	0	\$452,241

	5 seed cleaning & packing machines	\$463,642	3 machines delivered	\$210,699		0	\$35,886
	1 tractor & implements	82,161	In progress	0		0	0
	1 flour mill plant	191,626	In progress	0		0	0
	<b>Total Maize</b>	<b>\$3,634,203</b>		<b>\$1,115,180</b>	<b>\$0</b>	<b>\$0</b>	<b>\$488,127</b>
<b>Wheat</b>	5 Tractors & implements	\$519,427	In progress	0		0	0
	2 seed cleaning & packing machines	\$109,999	In progress	0		0	0
	57 wheat threshers	\$199,500	56 wheat threshers	\$199,500		0	0
	1 seed warehouse (1,100MT)	\$131,931	In progress	0		0	0
	<b>Total Wheat</b>	<b>\$960,857</b>	<b>\$0</b>	<b>\$199,500</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Honey</b>	1 modern honey processing plant	\$153,264	1 modern honey processing plant	\$153,264		\$73,757	\$73,757
	4 sets of modern honey equipment	\$132,667	In progress	0		0	0
	4 modern beekeeping demonstration site and technology centers	\$327,190	In progress	0		0	0
	500 modern beehives with accessories	\$80,276	In progress	0		0	0
	1 honey storage & processing center	\$49,500	In Progress	0		0	0
	<b>Total Honey</b>	<b>\$742,897</b>		<b>\$153,264</b>	<b>\$0</b>	<b>\$73,757</b>	<b>\$73,757</b>
<b>Finance</b>	94 endpoint devices (mobile banking)	\$89,300	In progress	0		0	0
	2 bank branches opened by partner	\$688,239	2 bank branches opened by partner	\$688,239		\$688,239	\$688,239
	<b>Total Finance</b>	<b>\$777,539</b>		<b>\$688,239</b>	<b>\$0</b>	<b>\$688,239</b>	<b>\$688,239</b>
<b>Inputs Fertilizer Blending</b>	one 50MT/hr blended fertilizer factory, & 1 front end loader	\$787,600	one 50MT/hr blended fertilizer factory & 1 front end loader	\$787,600		0	\$787,600
	One factory housing warehouse (including foundation)	\$365,910	One factory housing warehouse with foundation	\$365,910		\$181,989	\$181,989
	<b>Total Input</b>	<b>\$1,153,510</b>		<b>\$1,153,510</b>	<b>\$0</b>	<b>\$181,989</b>	<b>\$969,589</b>
<b>Grading &amp; PHH Equipment</b>	15 sets of PHH equipment	\$116,200	15 sets of PHH equipment	\$116,200		0	0
	39 sets of grading equipment	\$228,472	39 sets of grading equipment	\$228,472		0	0
	<b>Total Grading &amp; PHH equipment</b>	<b>\$344,672</b>		<b>\$344,672</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
	<b>Total Partner Leveraged Investment</b>					<b>\$4,003,694</b>	
	<b>Total Partner &amp; Project Investment Completed</b>			<b>\$9,748,582</b>			



## **Key Results and Successes**

### **Coffee VC Grants**

To date, AGP-AMDe has issued 48 grants worth \$2,174,036 USD in the coffee value chain. One coffee hulling equipment was delivered and installed in this quarter while the procurement of coffee washing equipment for nine sites will be delivered and installed in the following quarter. Also in the quarter, one site—METAD—received and installed coffee washing equipment.

Through partnership grants, and investments by both ECX and international buyers, the coffee traceability project began implementation, and traceability software and related hardware was procured in the quarter.

The distribution of 1,000,000 coffee seedlings was completed in the quarter. Other grants awarded in the Coffee Value Chain included ECX conference, international coffee conferences, C.A.F.E. certification for Oromia Union, and Fair Trade Certification for Damota Wolayta Union.

Summary of grant and partner investments in the coffee value chain:

- Ten coffee washing stations equipped with modern coffee processing equipment
- One coffee hulling station with modern equipment
- A total of 45 coffee pulping machines and drying beds
- Four ECX labs (Addis, Jimma, Hawassa and Dilla labs) furnished with modern laboratory equipment for certification by SCAA.
- C.A.F.E. Certification for Oromia Coffee Union
- Fair Trade Certification for Damota Wolayta Union
- A total of 5,000,000 improved variety coffee seedlings distributed
- One ECX-cooperatives annual conference
- Two international coffee conferences

### **Sesame VC Grants**

To date, AGP-AMDe has issued 41 grants worth \$2,997,296 USD in the sesame value chain. In the quarter, one sesame processing plant was delivered to site, installed and put to use. Four sesame processing plants were delivered to their respective sites and installation is expected to be installed next quarter. These processing plants will enable the sesame producers to meet international quality standards and sell to high-end sesame markets.

Summary of grant and partner investments in the sesame value chain.

- Four large sesame warehouses (5000 MT capacity)
- Five 5-7 MT per hour capacity sesame processing plants
- Two international conferences

### **Chickpea VC Grants**

To date, AGP-AMDe has issued 36 grants worth \$1,242,814 USD in the chickpea value chain. In the quarter, the 5,000 MT-capacity warehouse at Becho Woliso Union was completed and AgroProm International began installation of a chickpea processing plant and expects to finish in the following quarter. New technology seed grants also provided 277.7 MT improved Kabuli variety seeds for multiplication and increased production.

Summary of grant and partner investments in the chickpea value chain.

- One large warehouse (5,000 MT capacity) for Becho Woliso FCU in Oromia. The warehouse was completed this quarter.
- 277.7 MT of improved basic seed
- Three tractors and agricultural implements. The procurement is in process.
- One value addition processing plant for Guts Agro Industry, completed in Q2, 2014/15.
- One seed cleaning and packing machine was delivered at the site for installation
- One large chickpea processing and packing plant including color sorter (AgroProm International PLC)—began installation this quarter.
- Two small-scale chickpea processing mills for women run businesses. Installation began in the quarter.

### **Honey VC Grants**

To date, AGP-AMDe has issued 35 grants worth \$823,210 USD in the honey value chain. In the quarter, three sets of modern honey equipment and four modern beekeeping demonstration sites and technology centers began implementation. Partnership honey grants provided for two trade shows (one national and another international), 500 modern beehives with accessories and established three farmer research groups to provide training.

Summary of grant and partner investment in the honey value chain.

- One modern honey processing plant completed and commissioned during the quarter.
- Four sets of modern honey equipment—grant activity underway.
- Four modern beekeeping demonstration sites and technology centers—grant activity ongoing.
- Two honey trade shows—completed.
- Two EU accreditations and certifications—completed.
- A total of 500 modern beehives with accessories (400 distributed to women groups)—completed during this quarter.
- Three farmers research groups to provide training—grant implementation underway.
- One honey storage and processing center—underway.

### **Wheat VC Grants**

To-date AGP-AMDe has issued 60 grants worth \$1,282,811 USD in the wheat value chain. In the quarter, grants and partner investments provided five modern tractors with implements. In addition, two seed processing and packaging machines were delivered to their respective sites, and the 56 threshers delivered in 2014 were used for the first time. The installation of a 1,100 MT capacity seed warehouse also commenced in the quarter.

Summary of grant and partner investments under the wheat value chain.

- Five tractors and agricultural implements
- Two seed processing and packing machines were delivered.
- A total of 56 wheat threshers were delivered and are being used.
- One seed warehouse (1,100 MT capacity), underway.
- 120 MT of basic seeds, completed and delivered.

### **Maize VC Grants**

To-date AGP-AMDe has issued 63 grants worth \$1,331,261 USD in the maize value chain. These grants enable partners to meet volume and quality requirements by the WFP-P4P program and other institutional buyers. In the quarter, the 5000 MT capacity warehouse at Gibe Dedessa was completed and another, which belongs to Sidamo Elto in Hawassa, is still under construction. Two warehouse contracts were in approval process during the quarter, while three warehouse remain in solicitation.



*The construction of the Gibe Dedessa warehouse in Nekemte, Oromia, is the result of a matching grants program, in which both AGP-AMDe and the participating FCU invest money.*

Summary of grant and partner investments in the maize value chain.

- Seven maize washhouses (six 5,000 MT capacity warehouses and one 2,500 MT capacity warehouse).
- Five seed cleaning and packing machines: one was delivered to the site, and four are still being procured.
- One large flour mill plant: in procurement.
- One tractor and agricultural implements: began procurement in the quarter.

### **Access to Finance Grants**

To-date AGP-AMDe has issued three grants worth \$461,905 USD to improve access to finance across the six value chain. In the quarter, 24 SACCOs received capacity building support through partnership with Cooperative Bank of Oromia.

Summary of grant and partner investment to improve access to finance.

- A total of 94 access-point-service equipment for mobile banking: in procurement.
- 24 SACCO rural finance support and capacity building: in process.
- Two branch offices in rural AGP-AMDe woredas: completed in this quarter.
- SACCO capacity building support for Embaba Haya to graduate to rural bank status: underway.

### **Access to Inputs Grants**

During the quarter, five grants worth \$2,089,335 USD supported input supply market improvement and enhanced localized blending of fertilizers.

Summary of innovation grant and partner investment to introduce blended fertilizer technologies.

- One 50MT per hour capacity blended fertilizer factory established.
- One warehouse to house the blended factory.
- Five blended fertilizer management contract to introduce new technology in blended fertilizer manufacturing and marketing.
- 5,000,000 smallholder farmers to benefit annually from introduction of blended fertilizer

### **Grading and Post-Harvest Handling Equipment and Tools**

To improve farmer cooperative's capacity to meet contract delivery requirements of the WFP P4P program, 15 grants provided new technologies and better post harvesting practices through provision of 15 sets of post-harvest handling equipment to 15 unions. Moreover, 39 innovation grants provided unique and new grading and quality testing equipment for 39 unions to enable them to improve harvesting practices and meet market quality standards. The program completed the distribution of both the 15 sets of post-harvest handling as well as the 29 sets of grading and quality testing equipment.

Summary of grant and partner investments to introduce quality grading and harvesting equipment and tools.

- A total of 15 sets of post-harvest handling equipment and tools to support unions to meet maize quality requirements by WFP-P4P program. The following equipment were provided to 15 unions: 31 fumigation sheets; 24 knapsack sprayer; 24 portable sack stitching machines; 16 grain cleaner; and 16 maize-shellers.
- A total of 39 sets of quality testing and grading equipment and tools distributed to 39 unions: 162 moisture testers; 162 riffle sample splitter; 178 bag trier (sample drawer); 162 top load balance (compact scales); 178 sieves & bottom pans.

### **Grants to support Sale More for More (SMFM) Training**

In 2014, a total of 38 grants were issued for the SMFM training and the first milestones were completed and paid for. The second and final milestones will be paid over the next two quarters. In 2013, a total of 58 SMFM grants were successfully completed in the previous quarters.

### **Grants to Support Partnership with Public Sector Agricultural Research Centers**

AGP-AMDe provides grants worth \$637,753 USD to provide irrigation and seed laboratory equipment for 11 agricultural centers. Ethiopia's public research centers that produce basic seeds do not have the capacity and resources to produce sufficient quantity and quality of basic seeds to meet the sector's seed demand. Challenges include the unavailability of irrigation equipment for multiyear production and seed laboratory equipment to ensure the quality of seeds produced.

During the quarter, full set of seed laboratory equipment for the 11 research centers were procured and delivered to each site. Installation is underway and will be finished in the next quarter. In the quarter, the Jimma Agricultural Research Center drip irrigation system was installed on five hectares of coffee farms for the purpose of producing various coffee varieties. In addition, a modern sprinkler irrigation system was installed on six hectares at the Humera Agriculture Research Center in order to support sesame basic seed production.

The irrigation equipment for Kulumsa and Debrezeit research centers were delivered in the quarter, and installation will be completed in the next quarter.



*Modern sprinkler system installed at the Humera Research Center in Tigray.*

Summary of innovation grant to support public sector agricultural research centers:

- Drip and sprinkler irrigation systems covering 24 hectares at the Kulumsa, Debre Zeit, Humera and Jimma research centers which are centers of excellence for coffee, sesame, wheat, chickpea value chains.

- Full set of quality testing equipment for seed laboratories at eleven research centers (Kulumsa, Debre Zeit, Humera, Jimma, Sinana, Bako, Mekele, Hawassa, Areka, Adet and Gondar research centers).

# Cross Cutting Activities

## Capacity Building

### Overview

The AGP-AMDe applies Sell More For More (SMFM) training to capacitate and enhance cooperative performance. The approach is comprised of training on agriculture (post-harvest handling and storage) and cooperative management (Leadership, business management, marketing and record keeping). The SMFM trainings are cascaded to large amounts of smallholder farmers using trained lead farmers. SMFM training sessions are delivered to cooperatives to address specific needs identified through assessments and structured around critical activities implemented by partners and delivered in line with seasonal farm operations.

### SMFM Agricultural Training

In the quarter, 5670 (42% women) member farmers of 29 PCs operating under 26 FCUs received SMFM Post Harvest Handling training. Cascade training activities have benefited more than 20,912 farmers (38% women) so far. Training funds and material, posters and leaflets, were used to support cascade training activities (Table 15).

Region	Value Chain	Target FCUs	# of target PCs of the quarter	Q3 Accomplishment			Accomplishments (Year to Date)				
							PC	Number of Beneficiaries			Women beneficiaries (%)
				Male	Female	Total		Male	Female	Total	
Amhara	Chick pea	Gion, Tsehay	0	0	0	0	9	1005	985	1990	49.5
	Maize	Damot, Merkeb	4	104	16	120	8	383	103	486	21.2
	Wheat	Gozamin & Wodera	4	660	507	1167	2	843	676	1519	44.5
	Honey	Zembaba	0	0	0	0	3	1,350	1,116	2466	45.3
	Sesame	Selam, Metema	1	85	3	88	5	1012	138	1150	12.0
Tigray	Wheat	Bokra, Hashengie	0	0	0	0	8	531	369	900	41.0
	Sesame	Dansha, Setit humera, Felege	0	0	0	0	8	1,150	138	1288	10.7
	Honey	2 honey PCs	0	0	0	0	2	528	292	820	35.6
SNNPR	Coffee	Yergachefie, Benchi Maji, Kefa	0	0	0	0	12	1516	756	2272	33.3
	Honey	Kefa honey FCU	4	360	187	547		360	187	547	34.2
Oromia	Coffee	Buno Bedelle, ,Arega	7	1123	934	2057	3	1453	1264	2717	46.5
	Chick pea	Error, lume & liben	8	717	717	1434	4	1135	1006	2141	47.0

	Maize	Limu inera	1	184	73	257	2	772	179	951	18.8
	Honey	5 honey PCs				0	5	569	456	1025	44.5
	Sesame	Gebe Dedessa				0	4	320	320	640	50.0
<b>Total</b>			<b>29</b>	<b>3,233</b>	<b>2,437</b>	<b>5,670</b>	<b>75</b>	<b>12,927</b>	<b>7,985</b>	<b>20,912</b>	<b>38</b>

Table 15: SMFM PHH training activities in the period.

### Cooperative Management Training

In this quarter, SMFM management trainings were delivered to six primary cooperatives from two FCUs (Wodera and Kessem FCUs) working on the chick pea value chain. A total of 29 cooperative leaders and staff (12 women) participated in the trainings. On average 3 to 5 primary cooperatives from each FCU participated in the training session aiming to facilitate experience sharing among the cooperatives.

### Community Receipt System and grain quality grading equipment utilization

A three-day training at Debre Markos gave 19 participants a comprehensive CRS training in the context of the ongoing pilot project (see Access to Finance). The next two days, participants received training on wheat grain quality, wheat grading procedures and criteria, post-harvest handling management and warehouse management training. During these sessions participants took part in a practical exercise of wheat quality grading and gave a group presentation on wheat quality grading procedures using samples. Participants included FCU technical staff and primary cooperatives such as store man, grain purchaser and graders attended the training (Table 16).

Table 16: PCs participating in quality equipment utilization on-job trainings in the period.

FCUs	# of PCs with equipment	# of PCs with equipment utilization training	# of participants in training		
			Male	Female	Total
Merkeb	3	3	7	4	11
Admas	3	15	9	7	16
Damot	8	25	26	29	55
Gozamen	3	9	8	12	20
<b>Total</b>	<b>17</b>	<b>52</b>	<b>50</b>	<b>52</b>	<b>102</b>

## Gender

### Overview

Women in Ethiopia make up more than 45% of the agricultural labor force, yet represent less than 20% of members of agricultural cooperatives and have less access to productive resources and opportunities than men. AGP-AMDe continues to view closing these gender gaps as essential in order to achieve greater gender equality as well as increased productivity and food security. AGP-AMDe's vision for gender mainstreaming is that women, girls, men and boys equitably participate in, contribute to and benefit from overall organizational policies, program management and day-to-day operational practices with adequate recognitions and valuing of their contributions, and fair distribution of the benefits. To achieve this vision the AGP-AMDe has created a network of women business leaders and mentors called the Women in Agribusiness Leadership Network. WALN seeks to improve agribusinesses outcomes by addressing gender differences in productivity, profitability, participation and leadership in the sector.

### Summary of Key Results

- Conducted Women in Agribusiness Leadership Network (WALN) National Conference on January 21, 22, 2015 in Addis Ababa, with more than 350 participants. The conference was opened by high level Ethiopian and US government officials including Ethiopian First Lady, Roman Tesfaye and US Ambassador to Ethiopia, Patricia Haslach.
- Awarded five women as Business Plan Competition winners as a result of the business leadership training in the four regions and Addis Ababa. The five winners were awarded at the WALN conference.
- Conducted the sixth round of WALN business leadership and mentorship training for Addis Ababa participants.
- Launched the Women in Agribusiness Leadership Mentorship Program in Addis Ababa and the four Regions.

### Key Activities and Accomplishments

#### WALN National Conference

More than 350 participants attended the WALN national conference including more than 100 women in agribusiness business leadership participants, federal and regional government partners, WALN members, among others.

Ethiopian First Lady, Roman Tesfaye, opened the conference addressing the multiple roles of women in the household and the community and their significant contribution in the agriculture sector. Women are denied access and control over key resources affecting their contribution to the economy. The First Lady called upon collaborative efforts by all concerned stakeholders to join hands in empowering women to accelerate development in the country.





First Lady Roman Tesfaye



Ambassador Patricia Haslach.



Participants at the WALN national conference.

United States Ambassador to Ethiopia, Patricia Haslach, also spoke and reflected on the role of women in agriculture.

*“While Ethiopia ranks among the fastest growing economies in the world, a more empowered and engaged female workforce can only strengthen that performance. It is well known that involving women more substantially in the workforce brings tremendous development benefits to a nation.”*

-US Ambassador Patricia Haslach

In addition, the Chief of Parties from AGP–AMDe and AGP-Livestock Market Development programs made presentations about the key achievements in gender equality and developing the capacity of women in their respective programs.

### **Documentaries**

In the quarter, the program prepared a seven-minute Women in Agribusiness documentary profiling five successful women in agribusiness. The video also highlights overall objectives of WALN.

In addition, the program created a five-minute documentary about its incentive-based membership drive campaign meant to increase women membership in agricultural cooperatives in the four regions. In the video, first time cooperative members share their motivations and expectations from the membership.

### **Business Plan Competition Winners**

The five winners who participated WALN’s business leadership training were awarded for

the best innovative business plans and awarded at the WALN conference. The five winners from each region and Addis Ababa include:

1. Rahel Moges, owner and Manager of Ethio-green Production, received a grant worth 200,000 birr.
2. Dehab Mesfine, owner and manager of Diamond Enterprise, received a grant worth 150,000 birr.
3. Beriha Weldegebriel, manager and shareholder of Takea, Simret & Beriha Oxen fattening PLC, received a grant worth 100,000 birr.
4. Amelework Zeleke, manager and shareholder of Amelework, Brtukan & Friends Poultry farm, received a grant worth 75,000 birr.

5. Meskerem Solomon, owner and manager of Azu Dairy Farm, received a grant worth 50,000 birr.



*WALN Innovative Business Plan winners at the national conference.*

### **Conference: Farmers' Cooperative Unions Competitions Awards**

The FCUs and FCs that registered the higher number of women were also recognized and awarded at the WALN national conference. The winning FCU was selected based on percentage of new women registered from the population of eligible women in the woreda. The best performing FCU nationwide was Yem Tebaber Muti-Purpose Farmers' Cooperative Union from SNNP. The FCU registered nearly 25% of eligible women in their coverage area. The FCU was awarded a spot at the Gulf Food trade show in Dubai to promote their products for export. Both first and second place performing cooperatives in each region were awarded walking tractors and the third and fourth place winners in each region received off-road motorbikes.

### **Conference: Panel Discussions**

Successful women presented and shared their success stories about how they used business leadership training to grow their business. The five speakers are beneficiaries from AGP-AMDe and AGP- LMD. The women spoke about: Business Planning and Management; Leadership Skills Enhancement; Access to Finance. Presenters included: 1) Dehab Mesfin, Diamond Enterprise; 2) Rahel Moges, Ethiogreen Production & Industry; 3) Birey Shumye, grain trader; 4) Dr. Yodit , PRIME; and 5) Dr. Alemtshai Dairy at Wollega.



*International Panelists sharing their experience.*

### **Conference: Women in Agribusiness – International Experiences**

Panelists with national and international experience working on empowering women in agriculture shared good practices and strategies to help women advance in agribusiness. These panelists highlighted the need to create opportunities for women in access to finance, access to information and training, alliance building, and networking. Vanessa Adams, Chief of Party of AGP-AMDe facilitated the panel discussion with the following panelists: Haregewoin Admasu, Gender Equality Advisor, DFID; Stephanie Diakite, Institutional and

Agribusiness Advisor; Dr. Joyce Cacho, Agribusiness and Gender Advisor.

At the conference, a panel of Ethiopian agribusiness leaders shared their experiences concentrating on three main areas: Marketing and Export; Finance and Investment; and Access to New Technologies. Panelists included representatives from financial institutions, investment sector and women led exporting companies. AGP-AMDe staff Negash Shiferaw and Ephrem Tesfaye facilitated the two groups, and panelists included: Marketing and Export (Nigist Haile from CAWEE and Dr. Yodit Abraham, from PRIME); Finance & Investment (Ms. Laura - RENEW and Mrs. Likeyelesh - Deputy Head of Investment Commission); New Technologies (Solomon Edossa - ECX, Etagegn - AGP AMDE, Selam Children's Village).

Representatives from two financial institutions, Enat Bank and Cooperative Bank of Oromia, made brief presentations about their financial services. Mr. Amdework Berhanu from AGP-Livestock Market Development presented findings from a study conducted by AGP-LMD on assessing access to finance for livestock value chain actors with a special emphasis for women in the livestock sector. After three presentations on access to financial services, the debate heated up. Most women participants confirmed an existing bias from the financial institutions when trying to get access to finance.



*Women entrepreneurs at the WALN conference*

In total, 130 women were awarded recognizing their efforts as women in agribusiness. This includes 100 women from women in business leadership training participants and mentors of WALN and 30 women from LMD programs. The women received certificates at the conference.

In addition to the panels, 25 women held demonstrations at the business fair in the same hall. More than 300 participants visited the booths during the conference breaks and the networking time.



As a result of the conference, the participants came to a consensus to pass a resolution to officially establish the Women in Agribusiness Network. They formed a committee composed of five representatives from each region and Addis Ababa, and the committee is assigned with taking the network forward.

### **Business Leadership Training and Mentorship Program**

AGP-AMDe conducted the sixth round of business leadership and mentorship training for Addis Ababa participants in February. The participants learned about effective communication and networking strategies and shared their progress and success in the mentorship program. The participants were also given a chance to give their feedback on the overall training.

The program launched the Women in Agribusiness Leadership Mentorship program in Addis Ababa and the four regions. The WALN team has conducted follow up visits on the mentors and the mentees. All of the mentors have initiated mentoring, however, the lack of time and commitment by both the mentor and mentees are the main challenge for the program.

### **Future Activities**

- Launch second round of WALN Business Leadership and Mentorship program. The call for applications will take place in April and May 2015 and the program will be officially launched in June 2015.
- Support the first round mentorship program participants, which will finalize in June 2015.
- Conduct a regional networking day in Addis Ababa, Tigray, Amhara, Oromia and SNNP in June 2015.
- Support to establish and organize the Women in Coffee initiative.

### **Gender Key Events: January – March, 2015**

Name of Event	Event Type	Date	Location (city, Woreda, region/country)	Value Chain/Cross Cutting Area	M	F	Total	Name(s) of AMDe Team Attending	Name of Partner Organizations
WALN National Conference	Conference	January 21 & 22, 2015	Addis Ababa	WALN	100	250	350	AGP/AMDe staff from Addis and the Regions	AGP-LMD
WALN 6 <sup>th</sup> round training	Business Leadership Training	February 23 – 26, 2015	Addis Ababa	WALN	-	10	10	Hebret Abahoy, Mesay Aynetaw	

### **Gender Upcoming Events: April – June, 2015**

Date	Name of Event	Location	Sector	Responsible Staff
April 17, 2015	Women in Coffee Consultation meeting	Addis Ababa	WALN	Gender Team
April 28 – 30, 2015	Women entrepreneurs Conference & Trade Show	Egypt, Cairo	Women in Business	Egyptian Business Women Assoc. and other stakeholders

## Nutrition

### Overview

Malnutrition is pervasive in Ethiopia, and maternal and child malnutrition is severe. Limited access to food, economic and cultural constraints, and lack of nutritional knowledge and information limit rural Ethiopians' access to nutritious food. The Ethiopian government considers the nutritional status of its citizen a function of both input and outcome of socio-economic development. The country is implementing a multispectral nutrition program aligned with the National Growth & Transformation Plan and Millennium Development Goals. Nutrition sensitive programming is given special emphasis in the revised national nutrition program, and agriculture is best situated to address malnutrition. Agriculture programs can improve nutrition through increased food production for home consumption, increased household income, and increased access of nutritious foods and reduced food price, and women's empowerment.

Beneficiaries of AGP-AMDe program depend on agriculture for their food and livelihoods. Integrating nutrition in the value chain development enhances the nutritional impact of the program. When coupled with nutrition education and budgeting for food purchases, program activities can improve nutrition and food security. In collaboration with agriculture offices and farmers' cooperative unions nutrition education and behavior change communication activities are set to reach 57,000 smallholder farmers.

### Summary of Top Results

- Trained 399 (27 percent female) lead farmers and development agents in ToT nutrition sensitive agriculture.
- Conducted eight market surveys analyzing the cost of diet.
- Printed 750 copies of the cookbook for distribution.
- Printed and distributed 650 copies of the revised nutrition posters
- Provided technical support for nutrition behavior change communications materials production workshops.

### Key Activities and Accomplishments

#### TOT on Nutrition Sensitive Agriculture

In the quarter, the program gave a ToT on nutrition sensitive agriculture for 399 (107 women) lead farmers and development agents (DA) selected from Amhara, Oromia, SNNP, and Tigray regions. The ToT for lead farmers was conducted using AGP-AMDe SMFM nutrition training technical guide and covered the following topics: introduction to nutrition, crop diversity/diet diversity, crop growth/human growth and crop health/human health. The lead farmer ToT trainings were organized in collaboration with the woreda agriculture office and the FCUs and facilitated by the previously



*Lead farmer shares experience at ToT.*

trained Home Economic Agents (HEAs). Trainers used the posters, and upon completion, each lead farmer was provided with three posters, printed in the local language, which they will use to train 50-60 target farmers from primary cooperatives in their areas. The nutrition cascading training will be facilitated by the appropriate FCUs in close collaboration with the woreda agriculture nutrition experts/HEAs. The cascading training will be completed in first half of May 2015.

### **The Cost of Diet Assessments**

In the quarter, the program conducted four market surveys in the Amhara region. The assessment took place in Hamusit, Tis Abay, Meshenti, and Dangla towns. The program also conducted four market surveys in Tigray, in the towns of Axum, Shiraro, Maichew, and Korem. For each assessment, surveyors record the weight and price of every food commodity available in each market. The price and weight data is then entered in a Cost of Diet software program for standard analysis. Originally, the program conducted a cost of diet assessment in 2013 in select markets of the four regions. The assessments were carried out in the 'lean season' (summer months of June and July) when many communities face food shortages.

The 2015 assessments will provide more data to compare the costs according to the season. The overall objective of a Cost of the Diet assessment is to generate data on the amount, combination, cost, and seasonal availability of a nutritious diet that meets the energy and nutrient requirements—as recommended by the WHO and the FAO—of an individual or a family. The Cost of the Diet software then generates a hypothetical diet using a combination of foods to meet these requirements at the lowest possible cost. The Cost of the Diet is based on the fact that the optimal nutrition practice of communities in low-income countries is substantially influenced by economic constraints. Poor families cannot afford some food needed for a nutritious diet. The assessment is therefore most useful when chronic malnutrition and micronutrient deficiencies have been identified as a nutritional problem and the availability or affordability of nutritious foods are underlying causes.



*Cost of Diet survey in Tigray.*

### **Nutritional Cookbook**

In the quarter, the program printed 750 copies (250 English and 500 Amharic versions) of a nutritious cookbook, which is being distributed to HEAs, DAs, health extension workers (HEWs), lead farmers and Women in Agribusiness Leadership Network (WALN) participants. In order to promote the consumption of nutritious foods among the beneficiary farmers and cooperatives, the value chain-based cookbook was translated to Amharic.

### **Nutrition Posters**

The program printed and distribute 650 copies of the nutritional posters (300 Amharic, 250 Oromifa, 100 Tigrigna) to lead farmers and DAs. The posters will hang at the farmer training centers and villages and serve as a tool to complement nutrition workshop facilitators and technical training guides. The posters promote optimal nutrition through the production and consumption of a variety foods, understanding human development stages, and hygiene and sanitation best practices.

### **Analysis of Nutrition Activities**

## **Opportunities**

- Establish a multispectral national nutrition program coordinating body at the woreda level—especially in Amhara and Tigray—that will promote and support the implementation of program nutrition activities.
- Small holders have access to irrigation schemes that can increase sustainable access to diversified food crops.
- Nutrition education and behavior change communications could be integrated into value chain activities.

## **Challenges**

- The delayed granting process of the nutrition cascading budget to FCUs affected the timing of the cascading training for program farmers.
- Busy schedules of the regional offices delayed the Cost of Diet assessment.
- Target farmers face a lack of quality vegetable and fruit seeds for home gardening.

### Nutrition Key Events: January - March, 2015

Name of Event	Date	Event Type	Location (city, Woreda)	Area	Total	M	F	Partner Organizations
Training on Nutrition	3-4/2/2015	ToT	Worabie	Nutrition	34	22	12	Alichu, Misrak and Mirab Azernet Woreda Agriculture offices
	6-7/2/2015		Wolkite	Nutrition	29	13	16	Engegagn, Enemorena Ener, and Cheha Woreda Agriculture offices
	9-10/2/2015		Wolaita Sodo	Nutrition	28	21	7	Basketo, Semen and Debub Ari Woreda Agriculture offices
	11-12/2/2015		Yem	Nutrition	30	16	14	Yem, Essera and Konta Woreda Agriculture offices
	27-28/03/2015		Bench Maji	Nutrition	50	26	24	Chena, Decha, Shey and Debub Bench Woreda Agriculture offices
	24-25/01/2015		Efratanagidim	Nutrition	11	10	1	Efratanagidim Woreda Agriculture offices
	26-27/01/2015		Tarmaber	Nutrition	11	11	0	Tarmaber Woreda Agriculture offices
	18-19/02/2015		Derahausit	Nutrition	20	18	2	Derahamusit Woreda Agriculture office
	4-5/03/2015		Dangla	Nutrition	12	11	1	Dangla Woreda Agriculture office
	10-11/03/2015		Dangla	Nutrition	19	17	2	Jawi, Guangua Woredas Agr. offices
	02-03/2/15		Humera	Nutrition	24	23	1	Humera Woreda Agriculture Office
	05-06/2/15		Shire	Nutrition	36	35	1	T/Adiabo Woreda Agriculture Office
	24-25/1/15		Fiche	Nutrition	14	10	4	Girar Jarso Woreda Agri. Office and Biftu Selale FCU
	26-27/01/15		Kersa	Nutrition	12	7	5	Munisa Woreda Agri. Office and Galema FCU
	12 -13/2/15		Bedele	Nutrition	37	29	8	Bedele, Gechi and Chora Woredas Agri. Offices and Buno Bedele FCU
	20-21/2/15		Robe/ Bale	Nutrition	21	16	5	Agarfa, Gasera Woredas Agri. Offices; Sekomendo, Agarfa Kejawa FCUs
	03-04/1/15		Guder	Nutrition	11	7	4	Girar Jarso Woreda Agri. Office and Biftu Selale FCU



**Nutrition Gantt Chart Activity Tracker: January to March, 2015**

Acti vity No.	Activity Description	Indicator and Unit	Y4 Targ et	Q1, July – Sep.2014		Q2, October - December 2014			Q3, Jan.- Mar.2015			Cumulative up to this quarter			Reason for Variance	
				Achieved		Ta rge t	Achieved		Ta rge t	Achieved		Targ et	Achieved			
				No.	%		No.	%		No	%		No	%		
I																
1.1.	Conduct cost of diet assessment in the regions to determine seasonal food availability and price difference	# of assessments Conducted	4	0	0	0	0	0	3	2	75	3	2	75	Overlap of schedules in the regional offices	
1.2	Support private wheat millers to pilot fortification of wheat flour	# of food processor who piloted fortification	2	0	0	0	0	0				0	0	0	The budget line Canceled	
II																
2.1	Duplicate/Translate into local languages and distribute technical modules for trainers	# of manuals duplicated/t ranslated	200	0	0	120	120	100	0	0	0	120	120	0 100		
2.2	Re-print and distribute nutrition posters for farmer training	# of posters reprinted	650	0	0	650	0	0		650	100	650	650	100		
2.3	Conduct nutrition basics training for Union staff	# TOT trained	165	0	0	165	63	38				165	63	38	Schedule for Oromia and SNNPR postponed	
2.4	Conduct HEAs refresher meeting	No. of participants	92	0	0	92	83	91	0	0	0	92	83	91		

Acti vity No.	Activity Description	Indicator and Unit	Y4 Targ et	Q1, July – Sep.2014		Q2, October - December 2014			Q3, Jan.- Mar.2015			Cumulative up to this quarter			Reason for Variance
				Achieved		Ta rge t	Achieved		Ta rge t	Achieved		Targ et	Achieved		
				No.	%		No.	%		No	%		No	%	
2.5	Conduct TOT for DAs/lead farmers on nutrition sensitive agriculture	# TOT trained	660	0	0	220	112	51	400	399	100	620	511	5 83	Amhara region delayed
2.6	Conduct farmers nutrition trainings coordinated with value chains	# of farmers trained	37000	0	0	476	476	100	0	0	0	476	476	1 100	
III															
3.1	Develop & print cookbook with recipes from each of the 6 crops	# of cookbooks developed	1	0	0	1	1	100				1	1	100	
3.2	Conduct cooking demonstrations using cookbook at farmer field days	# of cooking demonstrations and # of farmers	40	0	0	0	0	0	0	0	0	0	0	0	
3.3	Develop video of cooking demonstrations for farmer’s households	# of farmers viewing video	24000	0	0	0	0	0	0	0	0	0	0	0	To be defined by BCC team
3.4	Develop and distribute BCC materials like Leaflets, posters with nutrition messages to FCU’s (see BCC)	# of materials developed		0	0	0	0	0	0	00	00	0	0	0	To be defined by BCC team
IV															

Acti vity No.	Activity Description	Indicator and Unit	Y4 Targ et	Q1, July – Sep.2014		Q2, October - December 2014			Q3, Jan.- Mar.2015			Cumulative up to this quarter			Reason for Variance
				Achieved		Ta rge t	Achieved		Ta rge t	Achieved		Targ et	Achieved		
				No.	%		No.	%		No	%		No	%	
4.1	Conduct Supportive Supervision Visits for regions	# of visits conducted to regions	12	2	100	4	0	0	0	0	0	6	2	50	Time constraint- Busy in-office works
4.2	Conduct follow up/Monitoring Visits to Woreda/Kebele	# of visits conducted to Woredas	55	0	0	12	0	0	0	0	0	12	0	0	Time constraint

## Behavior Change Communications (BCC)

### Overview

The BCC team submitted the final evaluation report for the 2014 Input Campaigns that present the number of beneficiaries reached with BCC messaging and those who are applying promoted behaviors, such as using inputs. In collaboration with the gender and nutrition teams, the BCC team concluded the women's membership drive with an award ceremony held on 22<sup>nd</sup> January 2015. During the quarter, AGP-AMDe initiated a multichannel participatory nutrition BCC campaign by providing training in film production and dissemination to 148 representatives drawn from four FCUs and four Woreda Agriculture and Health Offices from Amhara and SNNPRs. AGP-AMDe also wrapped up all ICT-related activities during this quarter, facilitating the handover of the AGP Portal to the Ethiopian Government's MoA ICT team and providing training on hosting service availability and day-to-day data center operations. The AGP KP operations are now under the management of MOA ICT experts while future KP development will be managed by MOA and AGP Portal working groups.

### Key Events

#### Gender

In January, the program concluded the campaign promoting the benefits of increased women's active participation in FCUs. The membership drive was a major success, resulting in more than 78,000 women registered as new cooperative members, according to government reports. To date, AGP-AMDe collected the names of more than 42,000 of those registered. On average, the four regions increased their women membership by 17% since the beginning of the campaign. Of the four target regions, partner FCUs in Tigray have now met the government target of 30% women membership. The campaign galvanized farming communities in all four regions as cooperatives met with more structure and frequency to mobilize their members.

Although the campaign period is over, AGP-AMDe staff remain in touch with farmer cooperatives and the new participants. The program hopes to see women taking on leadership positions in these farming groups. Research shows more productivity in groups with mixed membership

#### Nutrition

AGP-AMDe is developing a targeted BCC campaign using visual tools aimed to improve the diet diversity of small holder famers in four selected AGP woredas in Amhara and SNNPR regions. The nutrition BCC campaign aims to increase the awareness among smallholder farmers on how to diversify their diet, the benefits of food micronutrients to their families and the importance of proper budgeting to meet family dietary needs within the agriculture context.

AGP-AMDe will work with Merkeb and Admas Farmer Cooperative Unions (FCU) (South Achefer and Dangla woredas) from Amhara and Melik and Sidama Elito FCUs (Wendo Genet and Merab Azernet) from SNNPR. These woredas were selected by AGP-AMDe based on the need for support in nutrition programming, accessibility for support and management, willingness of the FCU and woreda staff and the potential for change. This multichannel Nutrition BCC campaign includes:

- *Nutrition BCC Video:* By using a film production and disseminating with small projectors to FCUs, PCs woreda and kebele agriculture office staff, nutrition messages will reach an estimated 10,000 farmers in the four woredas in Amhara and SNNPR.
- *Participatory Radio:* The radio program builds on the success and response to call-in/expert panel radio programs. A series of radio panel discussions focusing on the key behaviors will be recorded and aired in the target areas. The programs will also be played for focus groups in selected FCU coverage areas that will be given a chance to ask questions. These questions will be recorded and given to the panel who will answer the questions.
- *Nutrition Brochure:* Identifies key actions farmers can take to improve their diet diversity. 8000 copies of these brochures will be distributed to households in the target woredas to reinforce nutritional messages.
- *Nutrition Messaging through SMS:* The program will work with the MoA, ATA and/or Ethio Telcom to adapt messages from the flier for SMS mobile distribution.

This quarter, AGP AMDe provided BCC film production training to 24 representatives from Admas, Merkeb, Sidama Elito, and Melike FCUs, Dangla and South Achefer, Merab Azernet and Wendo Genet woreda agriculture and health offices. The training was conducted in Bishoftu and Bahir Dar in February. The four-day training covered topics including technical review of films and photographs; video equipment functions and demonstration; planning for shooting film; framing techniques for filming and photos; story development (storyboard development); content development for nutrition BCC films; basic film editing; data management, and reporting and M&E. In addition, AGP-AMDe presented the basic concepts of the intended nutrition messages. The nutrition practices selected for promotion through video production are:

- Preparation of a permagarden for vegetables production
- Restricted poultry production for increased consumption of meat and eggs
- Preparation of complementary food
- Preparation of a nutritious meal for a typical small holder farmers household
- Proper hand washing and home sanitation

Following the production training, AGP-AMDe conducted nutrition BCC film dissemination training for 128 representatives from primary cooperatives in the four FCUs, kebele-level Agriculture Office DAs, and HEWs in the four woredas. The three-day training covered dissemination equipment operation, facilitation and communications skills as well as dissemination planning and reporting.

AGP-AMDe worked with Merkeb and Admas, Melik and Sidama Elito FCUs to produce eight basic nutrition BCC films, all in Amharic. The films, 8 to 14 minutes each, focus on preparing food for pregnant women, complementary food preparation for babies, feeding, developing poultry, and hand washing practices. These films will be shown to smallholder farmers in 32 kebeles from the selected four study woredas.

To supplement the BCC messaging through visual tools, AGP-AMDe developed a nutrition brochure to be distributed to the farmers viewing the BCC film. The brochure shares advice with farmers on the benefits of producing and consuming nutritious foods from their farms, animal breeding schemes, and saving money to buy nutritious food. The brochure was drafted, reviewed and approved by woreda

and regional nutrition technical experts. The program will produce 8000 copies to be distributed in April and May. The radio and SMS campaigns will begin in April.



English version of approved nutrition brochure.

## Agriculture Inputs

The program initiated modification to the well-received fertilizer pocket guide distributed in 2014 as part of the input campaign for 2015. The modified fertilizer guide updates information on the availability of blended fertilizer and directs beneficiaries to ATA *Talkline* services for fertilizer guidance.

The program submitted findings from the evaluation of the 2014 input campaign in January 2015, which informed modifications and implementation of forthcoming 2015 input campaign. The evaluation, conducted in November and December 2014, documented the contribution of BCC and addressed two AGP-AMDe indicators. The evaluation assessed the quality of the BCC inputs campaigns, which was implemented between May and August, 2014.

The evaluation targeted farmers in the four AGP-AMDe regions. Questionnaires were administered to 481 participants, who were sampled for individual household interviews. Eight focus group discussions were held; two from each region.

Highlights of the evaluation are the following:

A total of 1,827,350 farmers (or 31.9 percent of the target) were reached with at least one of the BCC inputs campaign messages. A total of 332,245 farmers (or 5.8 percent of the target) applied at least one of the improved farming practices that they attributed to exposure to the BCC campaigns.

- Use of improved seeds:
  - 29.7% (or 1,701,326 farmers) were reached
  - 17.3% (or 991,008 farmers) could remember the campaign messages
  - 12.1% (or 693,133 farmers) believed the messages
  - 3.2% (or 183,307 farmers) practiced the behaviour
- Use of fertilizers:
  - 21.4% (or 1,225,872 farmers) were reached
  - 12.5% (or 716,046 farmers) could remember the campaign messages
  - 7.8% (or 446,813 farmers) believed the messages
  - 2.4% (or 137,480 farmers) practiced the behaviour

The following lessons learned were recorded following the evaluation and will be considered for future BCC activities:

*Medium for dissemination of improved farming practice messages:* Community meetings and radio are the two most important media for general communication followed by mobile phones and TV. In addition, there are inter-regional differences. In Tigray, radio and television are the media of choice, whereas in Amhara and Oromia, community meetings are number one, followed by radio. In the SNNPR, radio was cited as most important medium followed by community gatherings during which lead farmers and DAs share information on improved agricultural practices. Local or regional radio stations are preferred mainly because they broadcast in the local language, which farmers recognize.

*Sources of BCC inputs campaign materials:* Community structures at the kebele level are identified as appropriate in the implementation of BCC activities. The use of FCU and PC officials as the source of BCC materials is recommended by some respondents.

*“I learned about the promotion of improved wheat seeds and inputs when I found the posters posted in our FCU offices and we were given some of the posters to take home,” explains a participant from Girar Jarso Woreda, Oromia Region.*

Schools could be used to disseminate BCC materials, as children can take messages to their parents. By targeting school, children are exposed to these messages early on in life.

Several sustainability strategies emerged from the evaluation including:

- *The role of the government.* People take government messaging seriously and are more likely to adopt BCC inputs campaign messages. The AGP-AMDe project should ensure that agricultural extension workers and woreda administrators have details of the inputs promoted in the BCC campaigns. Agriculture extension workers (or DAs) also need sensitization on the promoted practices.
- *Lead farmers.* The structures, established by the government in each kebele, are premised on the fact that one lead farmer will support five farmers with knowledge of improved agricultural practices and other development-related information.
- *Program Integration.* Some respondents reported that despite receiving the useful BCC messages, they could not practice what they learned since the campaigns were not accompanied with the distribution of improved seeds and blended fertilizers in their area.
- *Timing.* A variation in planting season for the different value chains should be noted when planning the BCC campaigns. Farmers in Oromia and Amhara regions have complained that campaign materials were brought long after the activities promoted had been implemented.
- *Women’s involvement.* The number of women group members and those in leadership positions is low.

## Information Communications Technology (ICT)

### Knowledge Portal: [www.ethioagp.org](http://www.ethioagp.org)

AGP-AMDe delivered the capacity building to the MoA's ICT department in order to strengthen expertise in the following functions as part of the handover of the portal:

- Four people from the 'Computer and Network Maintenance' team were trained how to secure critical datacenter information through proven data backup & disaster recovery strategies. The now implemented strategy empowers MoA to provide server operations with minimal service interruptions and greatly simplifies the day-to-day operations for MoA Network team.
- Four people from the 'Computer and Network Maintenance' team were trained in ICT security policy deployment with advanced and scalable centralized antivirus and security management solutions.
- Two people from the 'Application' team participated in training, planning and testing of AGP web portal performance, maintenance and content administration.

This quarter, the program officially concluded all ICT support activities. The AGP Portal transfer gave the MoA ICT team the capacity to ensure high hosting service availability through efficient day-to-day data center operations.

*"The training was very important to us because it helped us to bring critically needed solutions and procedures into daily operations", said Goytom Hagos, MoA's Network Team Leader.*



## List of Annexes

- I. Indicator Performance Tracking Tables
- II. Technical Documents
  - Price Forum Papers
  - Seed Proclamation Assessment
  - Effective Fertilizer Blending Systems for Africa: The Ethiopian Experience
  - Advance Maize Seed Adoption Program for Cracking the Nut
  - Traceability Brief Report
- III. Women Agribusiness Leadership Network
  - WALN National Conference Report
  - WALN Baseline Report
  - WALN White Paper
- IV. Trip Reports
  - Agribusiness Enabling Environment Trip Report
  - Gibe Dedessa FCU and Haru Center Trip Report
  - Annual Survey Trip Report
- V. Films and Media
  - Script: Women in Cooperatives
  - Script: Ethiopia, Home of Arabica Coffee (short)
  - Script: Ethiopia, Home of Arabica Coffee (long)
  - Q3 Graphics Compilation